

FIG. 1

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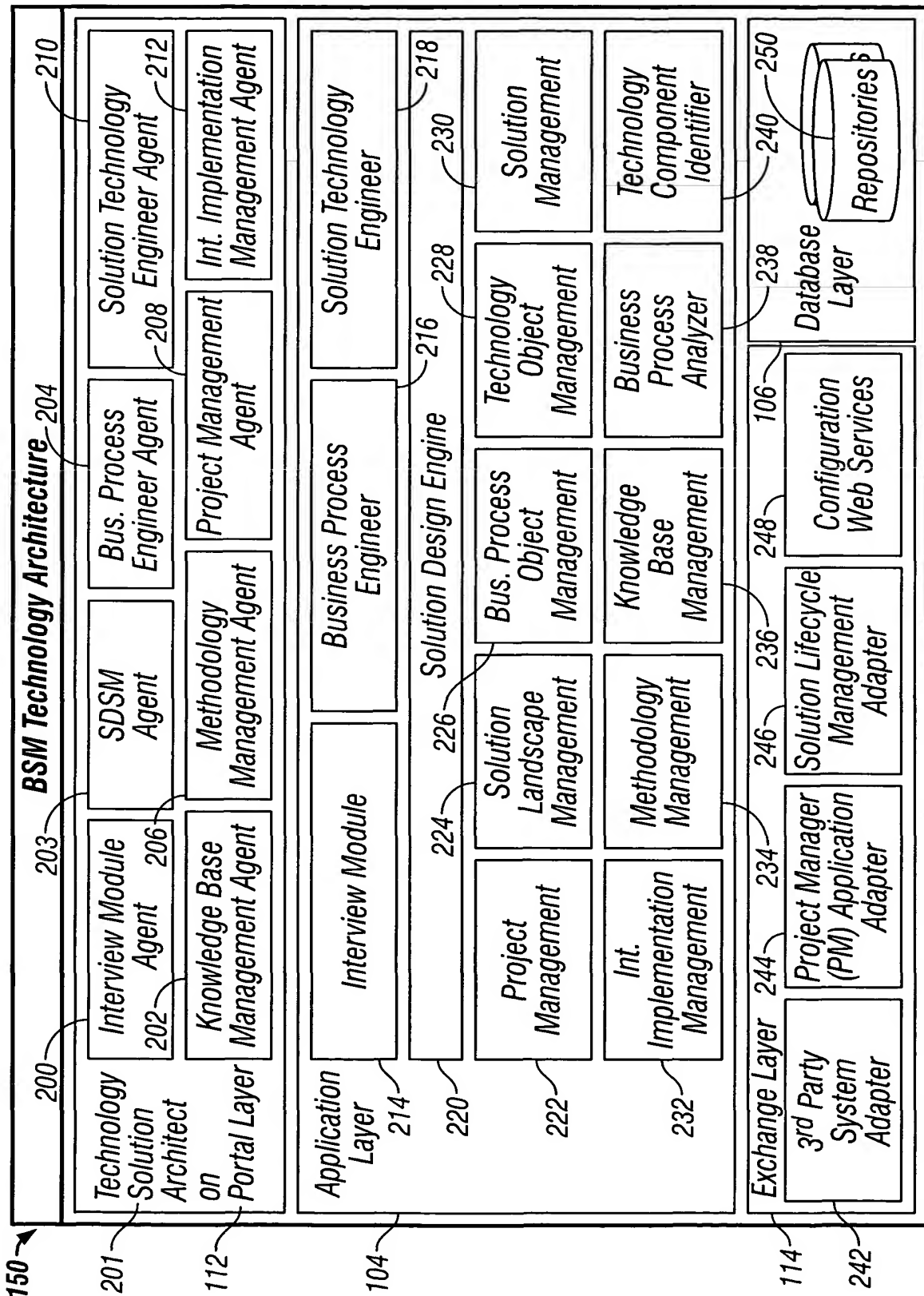
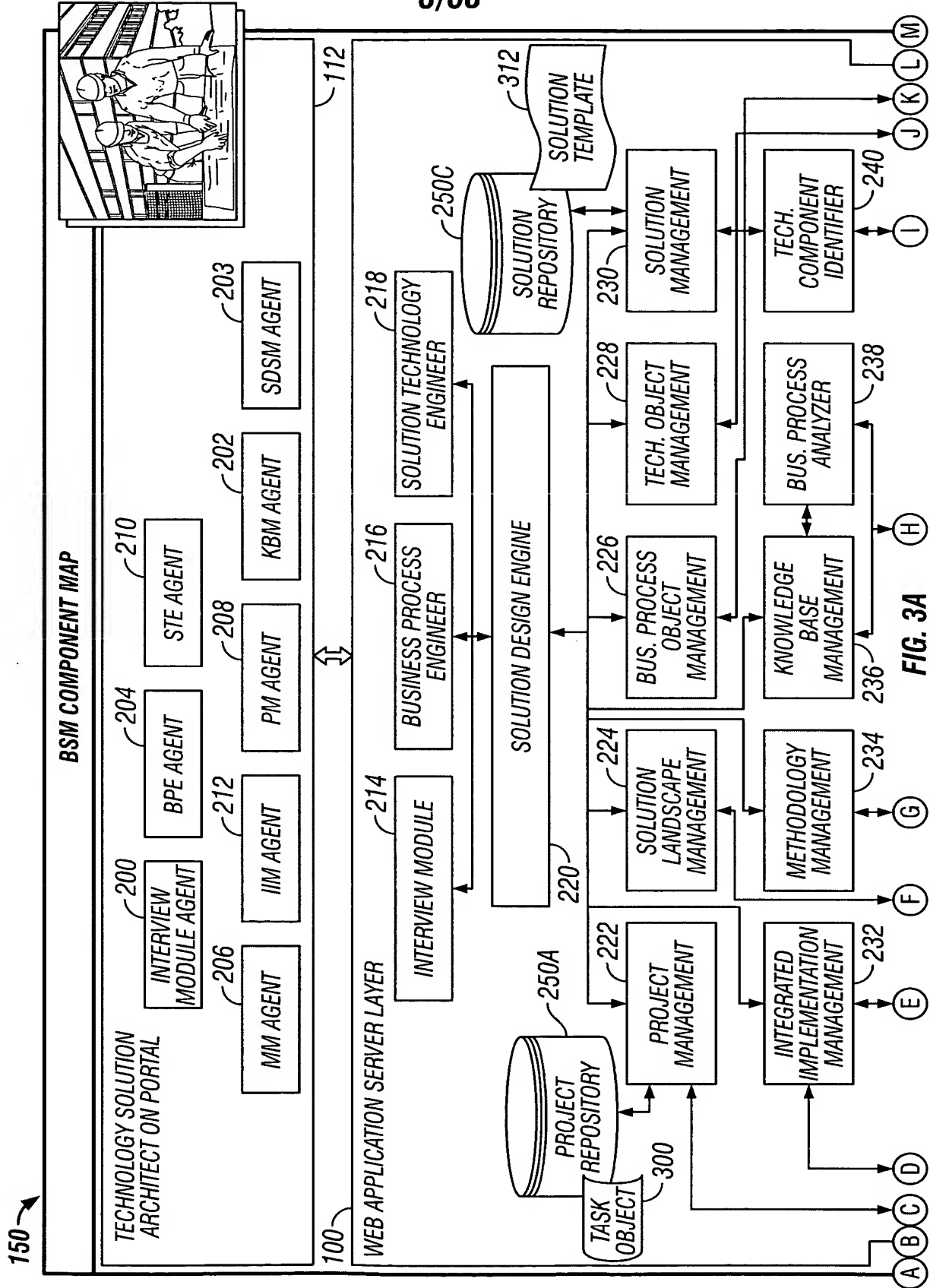
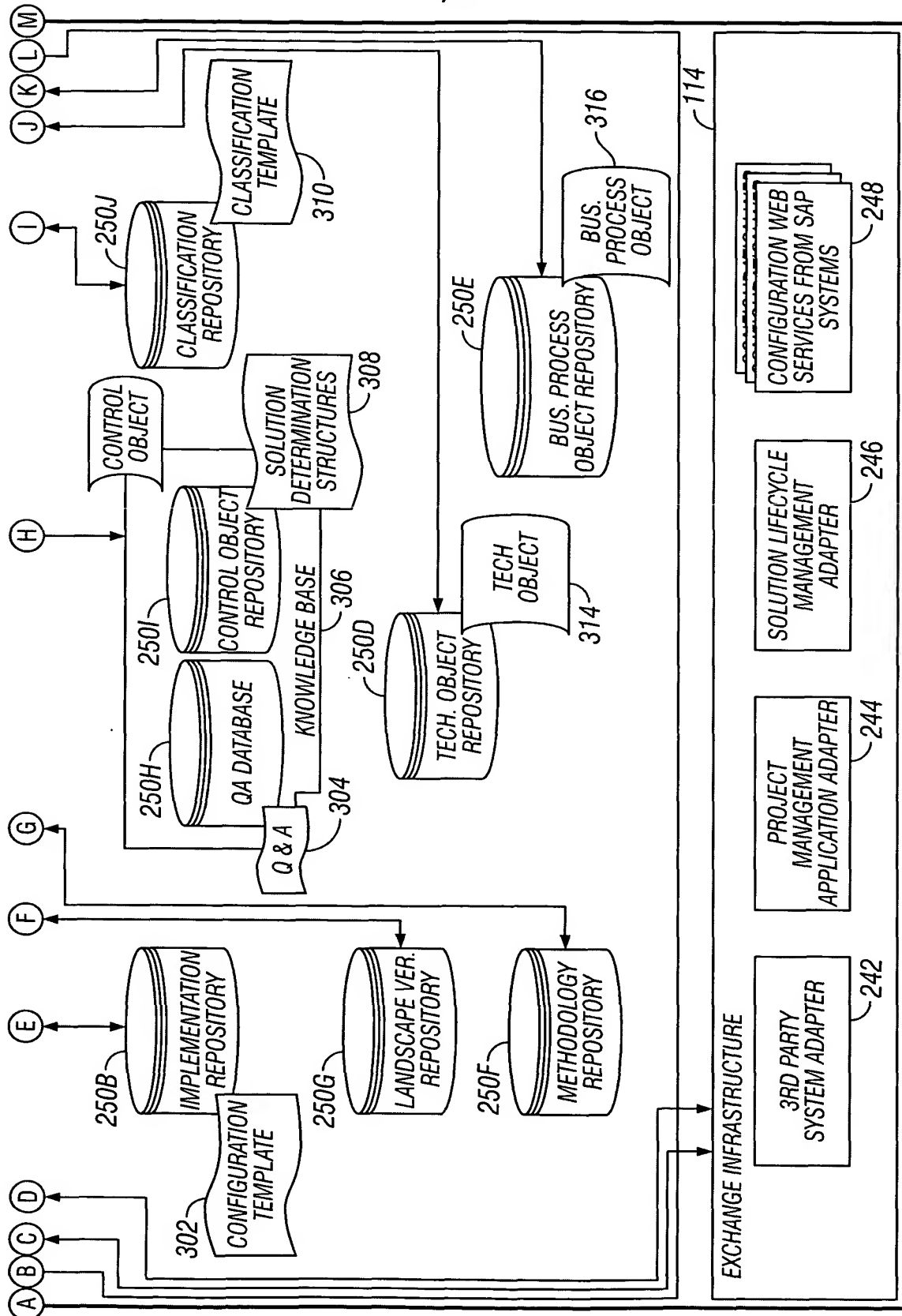


FIG. 2

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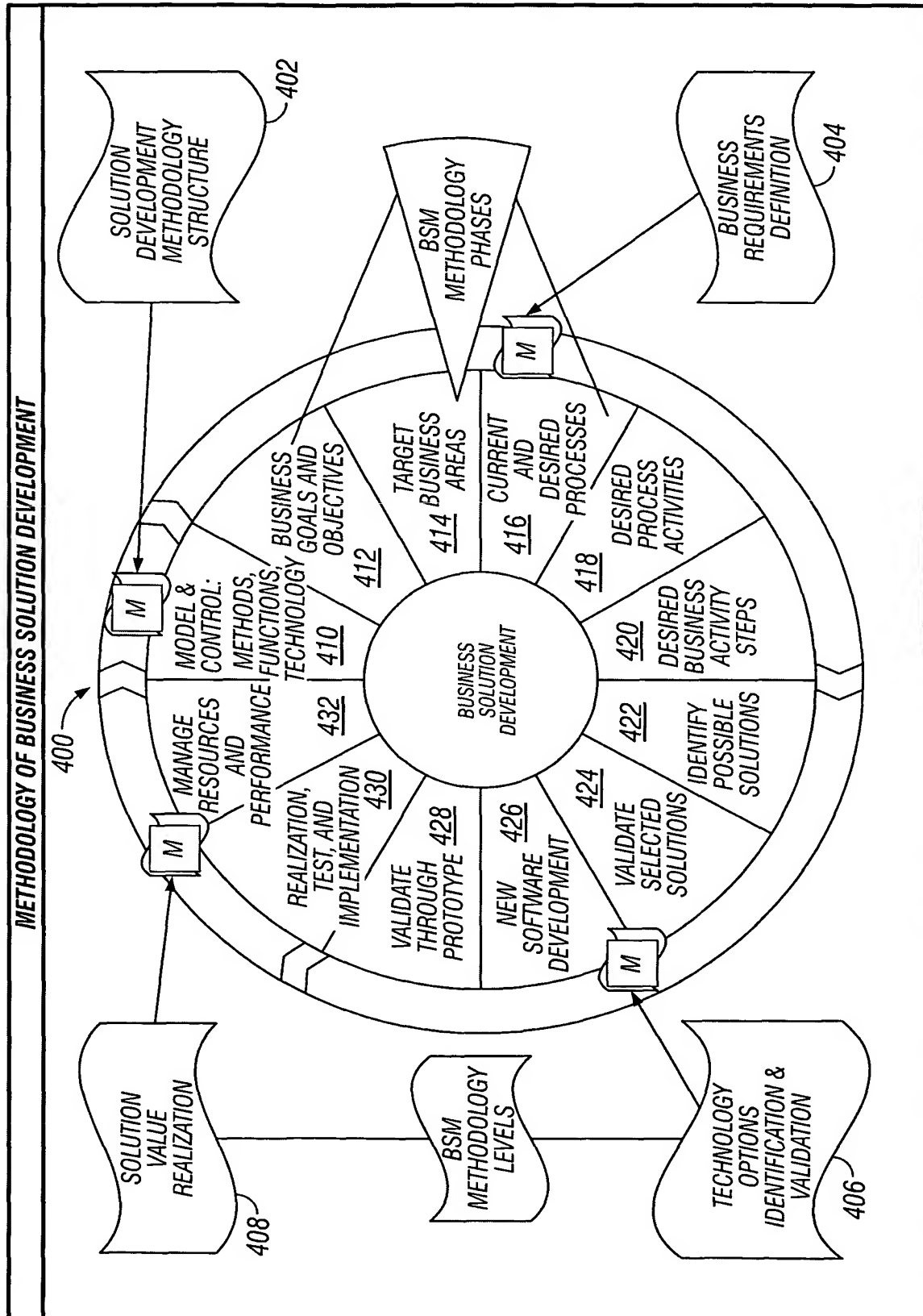


FIG. 4

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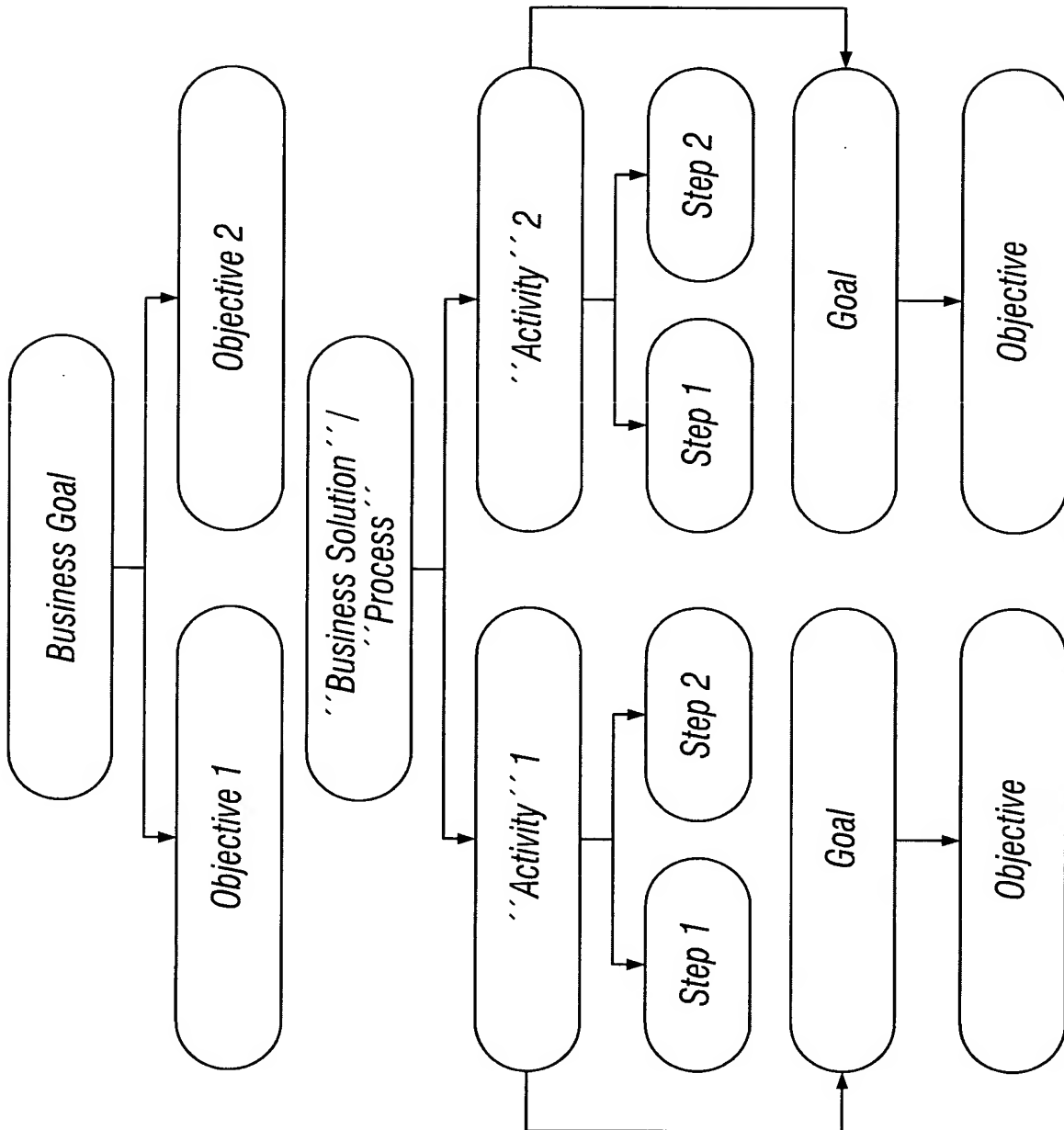


FIG. 4A

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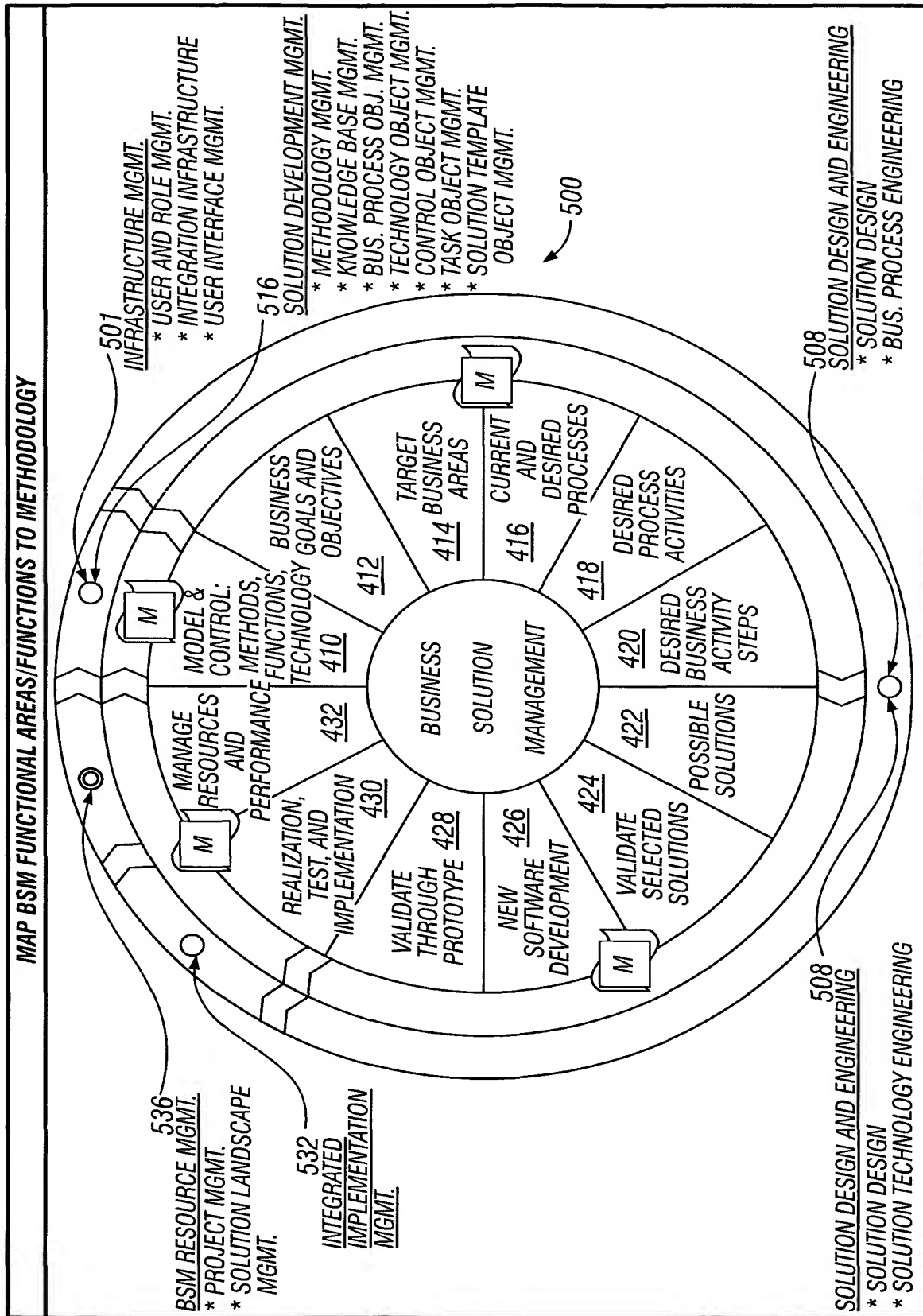


FIG. 5A

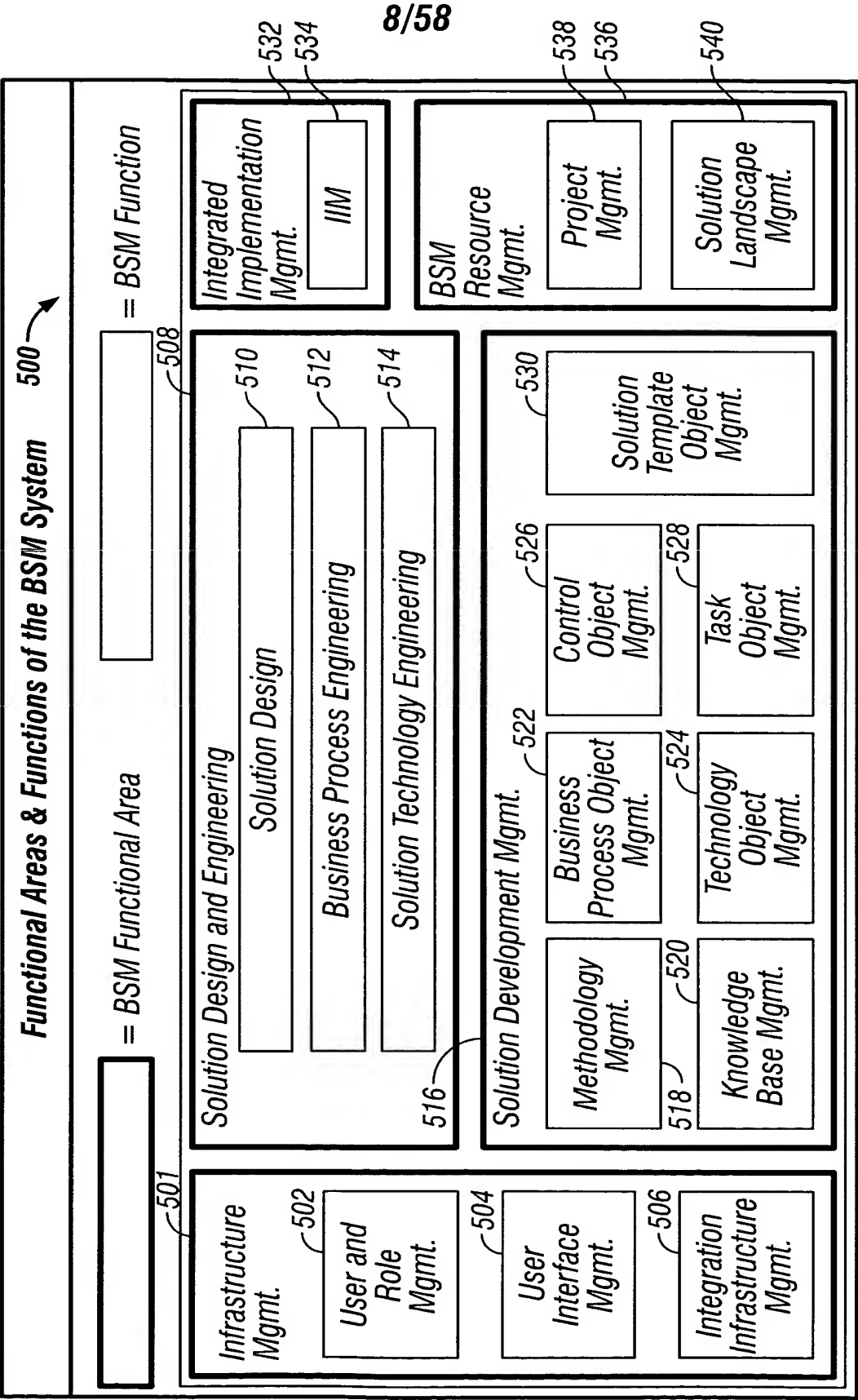


FIG. 5B

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MAP BSM USER ROLES TO BSM FUNCTIONS									
MAPPING OF USER ROLES TO BSM FUNCTIONS									
BSM FUNCTIONAL AREA	USER ROLES								
BSM FUNCTION	SYSTEM ADMIN	BUSINESS EXPERT	DEVELOPER	SOLUTION DESIGNER	SOLUTION ENGINEER	CONSULTANT	PROJECT MANAGER	IT EXECUTIVE	
INFRASTRUCTURE MANAGEMENT	X						X		
USER AND ROLE MANAGEMENT	X						X		
INTEGRATION INFRASTRUCTURE	X						X		
USER INTERFACE MANAGEMENT	X						X		
SOLUTION DEVELOPMENT MANAGEMENT									
METHODOLOGY MANAGEMENT									
KNOWLEDGE BASE MANAGEMENT									
BUSINESS PROCESS OBJECT MANAGEMENT									
TECHNOLOGY OBJECT MANAGEMENT									
CONTROL OBJECT MANAGEMENT									
TASK OBJECT MANAGEMENT									
SOLUTION TEMPLATE OBJECT MANAGEMENT									
SOLUTION DESIGN AND ENGINEERING									
SOLUTION DESIGN									
BUSINESS PROCESS ENGINEERING									
TECHNOLOGY SOLUTION ENGINEERING									
INTEGRATED IMPLEMENTATION MANAGEMENT									
BSM RESOURCE MANAGEMENT									
PROJECT MANAGEMENT									
SOLUTION LANDSCAPE MANAGEMENT									

FIG. 6

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USER MODEL FOR COLLABORATIVE REQUIREMENTS PLANNING SCENARIO

FOR SUPPLIER: BEST PC MANUFACTURERS

FOR PRODUCT: B159753 MOTHERBOARD W/ P4 @2 GHz

LEGEND:

A = ACTUAL

CI = CUSTOMER'S DEMAND FORECAST INPUT

CF = CUSTOMER'S FORMULA

DR = DERIVED RESULT

SF = SUPPLIER'S FORMULA

SI = SUPPLIER'S RESPONSE INPUT

AVAILABILITY:

PERIOD BEG. INVENTORY

PERIOD PRODUCTION

NEW PRODUCTION

LESS UNAVAILABLE FOR SALE

NET RETURNS RELEASED FROM QA

PROJECTED AVAILABILITY FOR REVENUE

DEMAND:

PERIOD BEG. BACKLOG

PERIOD DEMAND

NEW DEMAND

CANCELLATIONS

RETURNS

PROJECTED DEMAND FOR REVENUE

PROJECTED CONSTRAINED REVENUE FCST

PERIOD ENDING:

BACKLOG

INVENTORY

REF. METHODOLOGY SECTION 3.1

CURRENT PERIOD-SEP:01		NEXT PERIOD-OCT:01	
PLAN OF RECORD	CURRENT PROPOSAL	PLAN OF RECORD	CURRENT PROPOSAL
150	A 150	200	DR 219
1600	SI 1750	1350	SI
(200)	SF (219)	(169)	SF (169)
14	SF 16	14	SF 16
1564	DR 1697	1396	DR 1416
125	A 125	30	A 190
1500	CI 1800	1675	CI
(15)	CF (18)	(17)	CF (17)
(16)	CF (19)	(17)	CF (18)
1594	DR 1888	1672	DR 1830
1564	1697	1396	1416
30	DR 190	276	DR 415
200	DR 219	169	DR 169

FIG. 7A

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700

USER MODEL FOR COLLABORATIVE REQUIREMENTS PLANNING SCENARIO

FOR SUPPLIER: BEST PC MANUFACTURERS

FOR PRODUCT: B159753 MOTHERBOARD W/ P4 @2 GHZ

LEGEND:

A = ACTUAL

CI = CUSTOMER'S DEMAND FORECAST INPUT

CF = CUSTOMER'S FORMULA

DR = DERIVED RESULT

SF = SUPPLIER'S FORMULA

SI = SUPPLIER'S RESPONSE INPUT

AVAILABILITY:

PERIOD BEG. INVENTORY

PERIOD PRODUCTION

NEW PRODUCTION

LESS UNAVAILABLE FOR SALE

NET RETURNS RELEASED FROM QA

PROJECTED AVAILABILITY FOR REVENUE

DEMAND:

PERIOD BEG. BACKLOG

PERIOD DEMAND

NEW DEMAND

CANCELLATIONS

RETURNS

PROJECTED DEMAND FOR REVENUE

PROJECTED CONSTRAINED REVENUE FCST

PERIOD ENDING:

BACKLOG

INVENTORY

REF. METHODOLOGY SECTION 3.1

NEXT PERIOD-NOV.01		NEXT PERIOD-DEC.01	
PLAN OF RECORD	CURRENT PROPOSAL	PLAN OF RECORD	CURRENT PROPOSAL
169	DR 169	178	DR 178
1425 (178)	SI	1275 (159)	SI
14	SF (178)	14	SF (159)
1430	SF 15	1308	SF 15
	DR 1431		DR 1309
276	A 415	216	A 352
1400	CI	1475	CI
(14)	CF (14)	(15)	CF (15)
(17)	CF (18)	(17)	CF (18)
1645	DR 1783	1659	DR 1794
1430	1431	1308	1309
216	DR 352	351	DR 485
178	DR 178	159	DR 159

FIG. 7B

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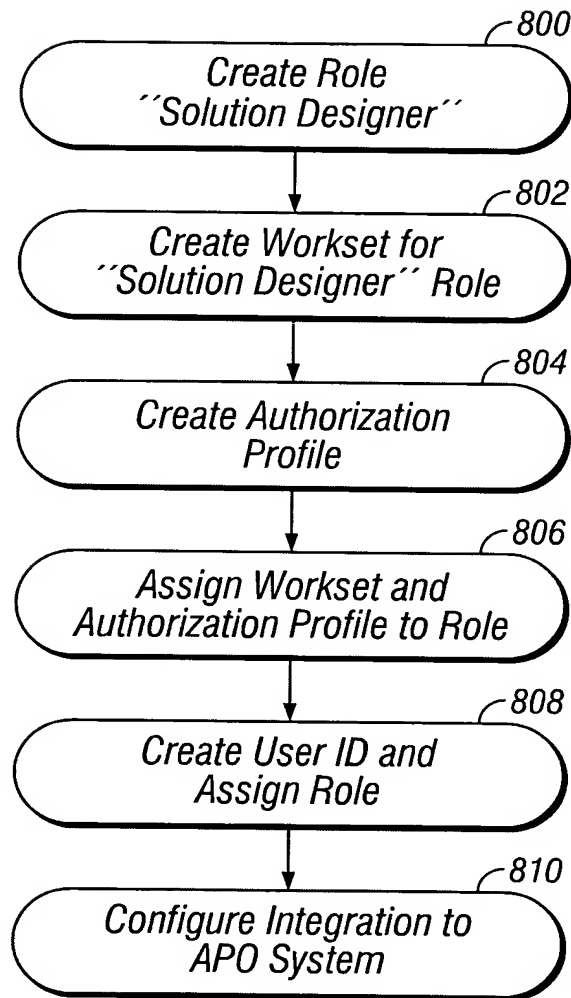


FIG. 8

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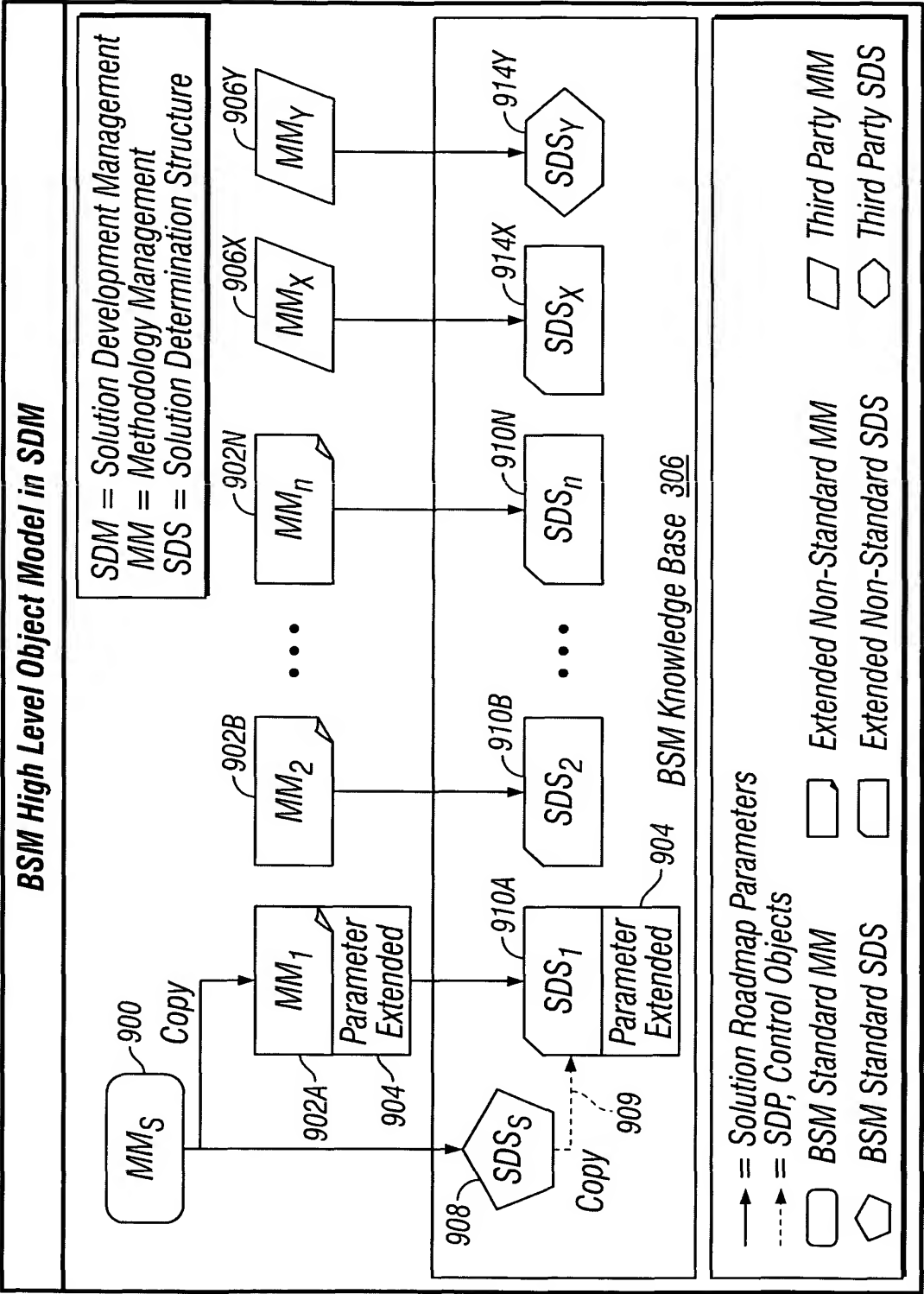


FIG. 9

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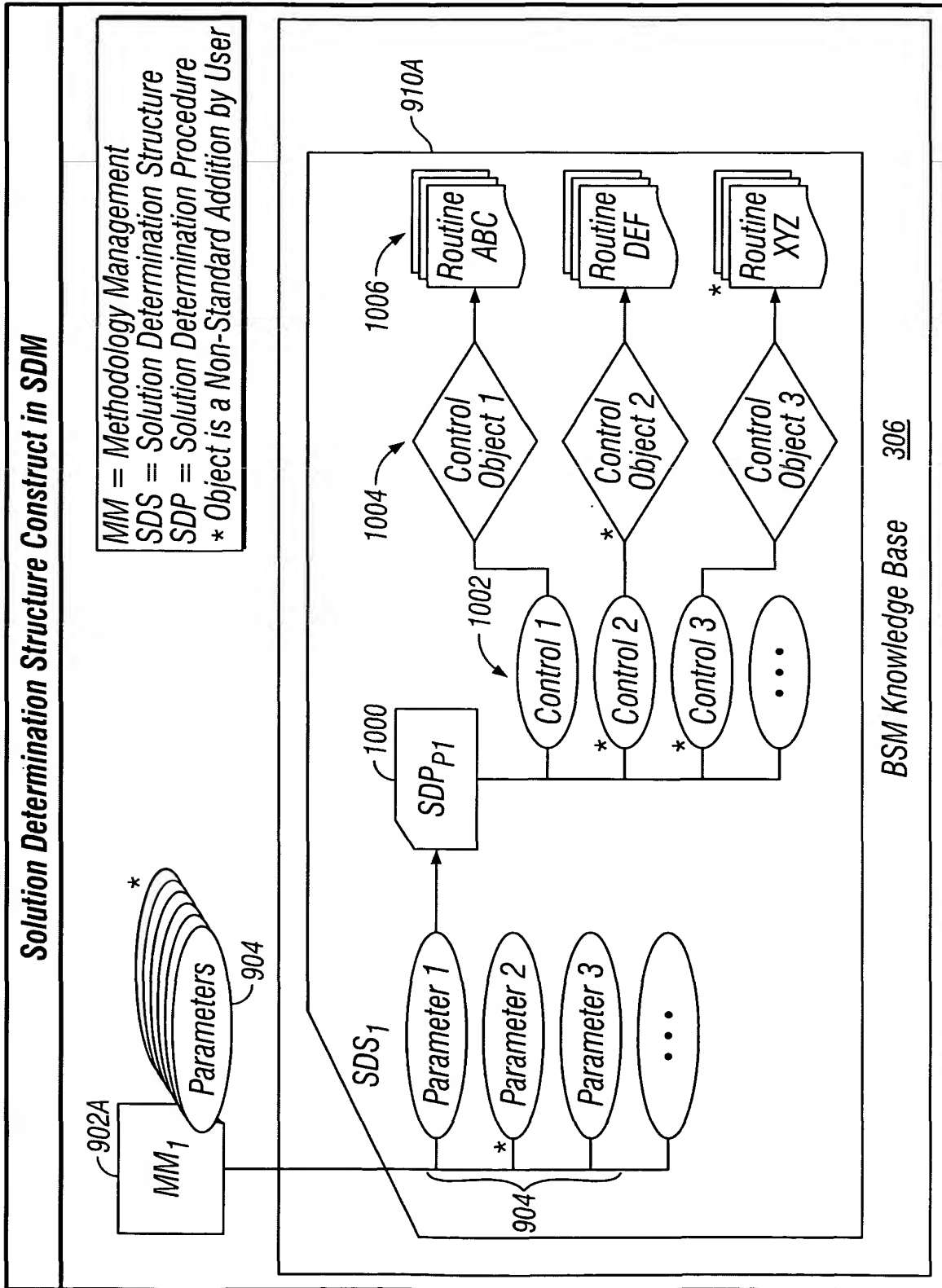


FIG. 10

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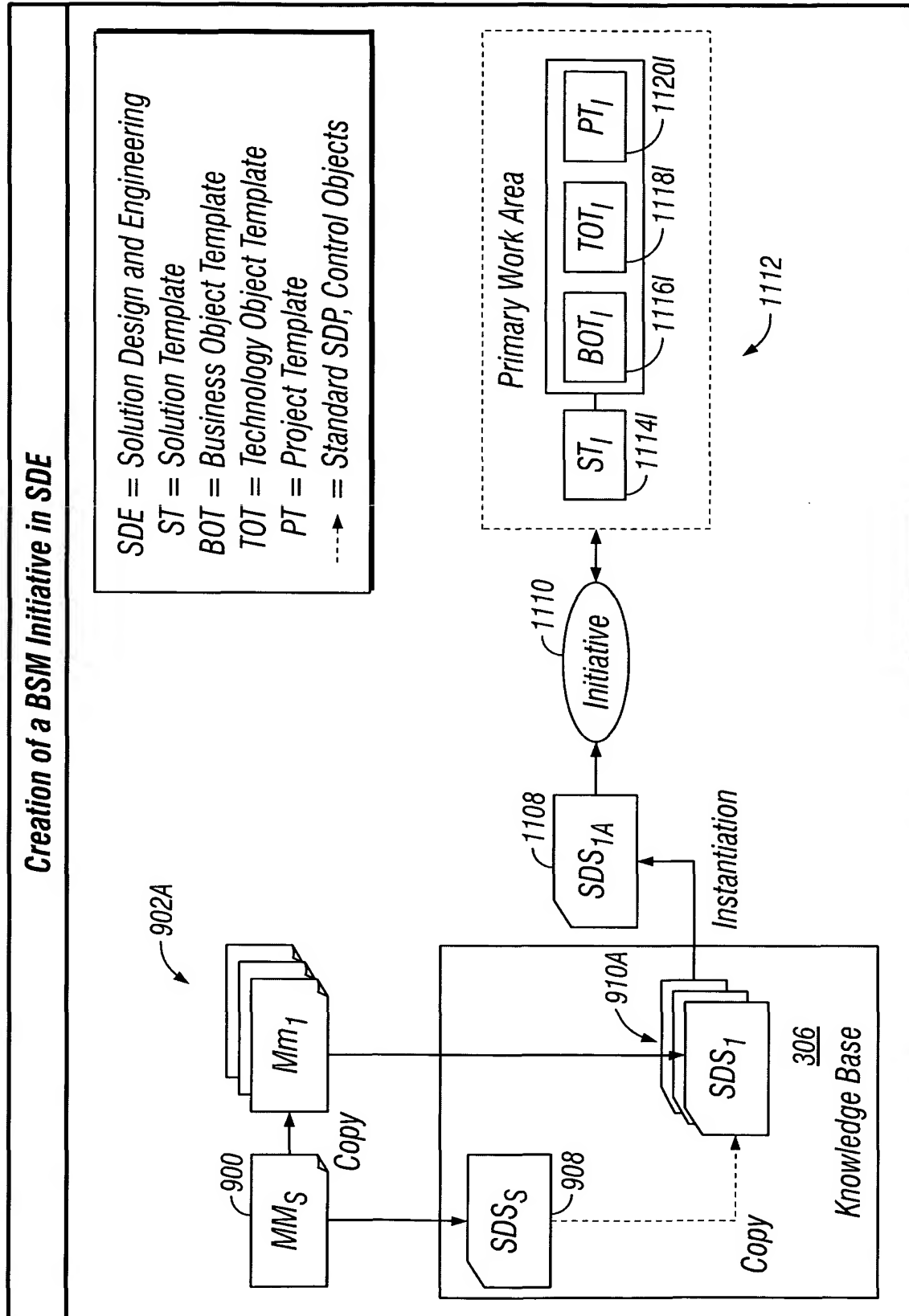


FIG. 11

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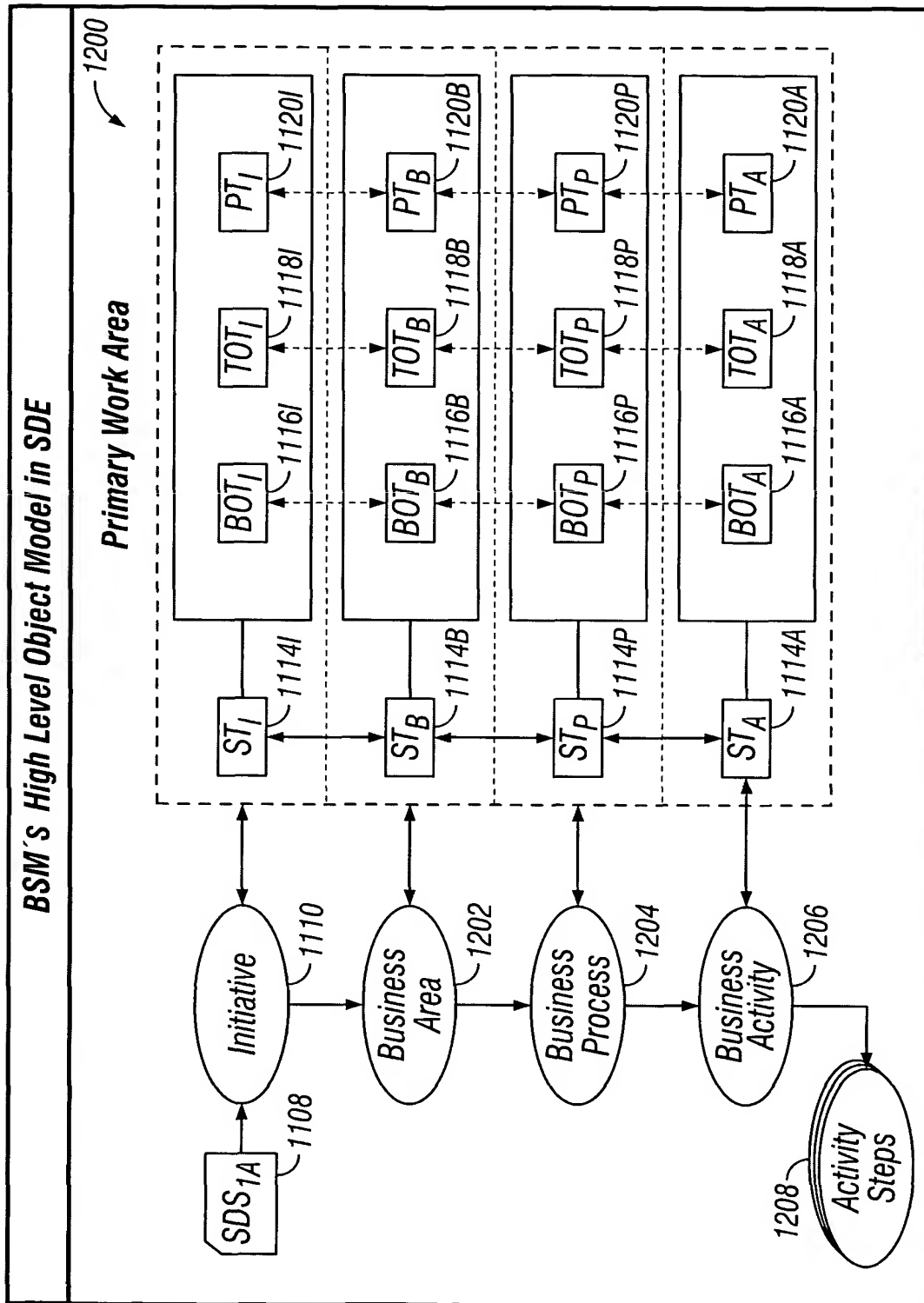


FIG. 12

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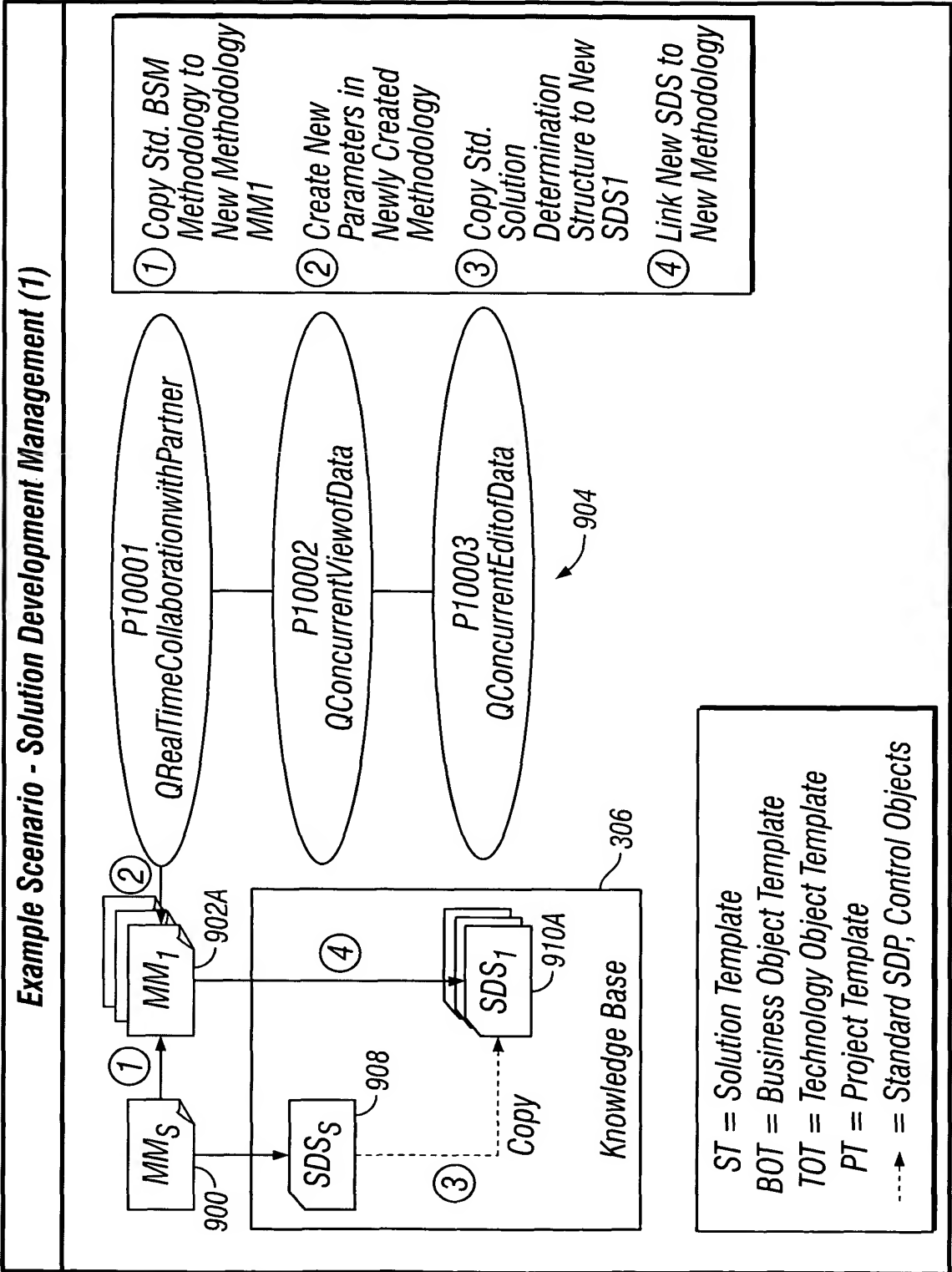
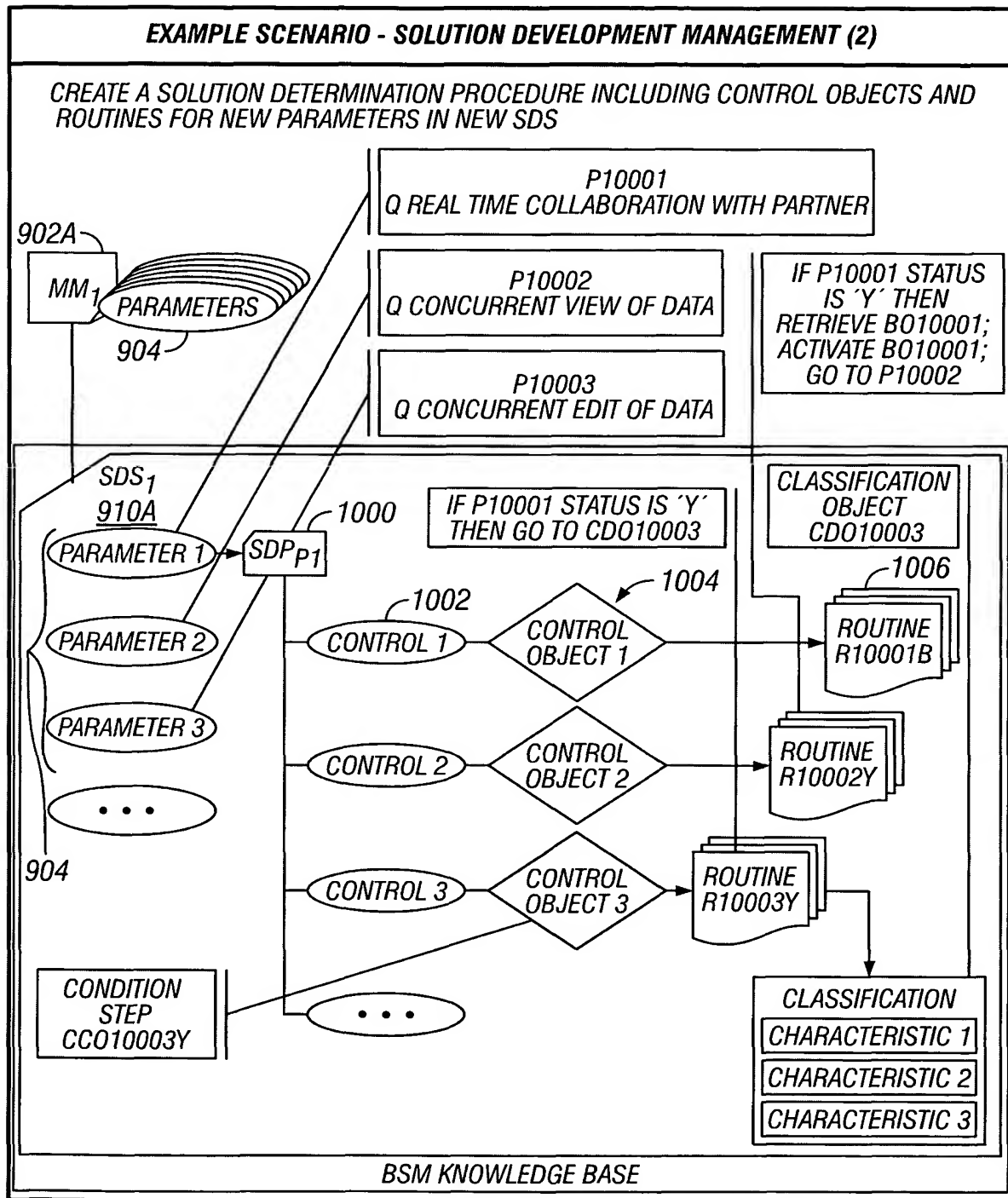


FIG. 13

18/58**FIG. 14**

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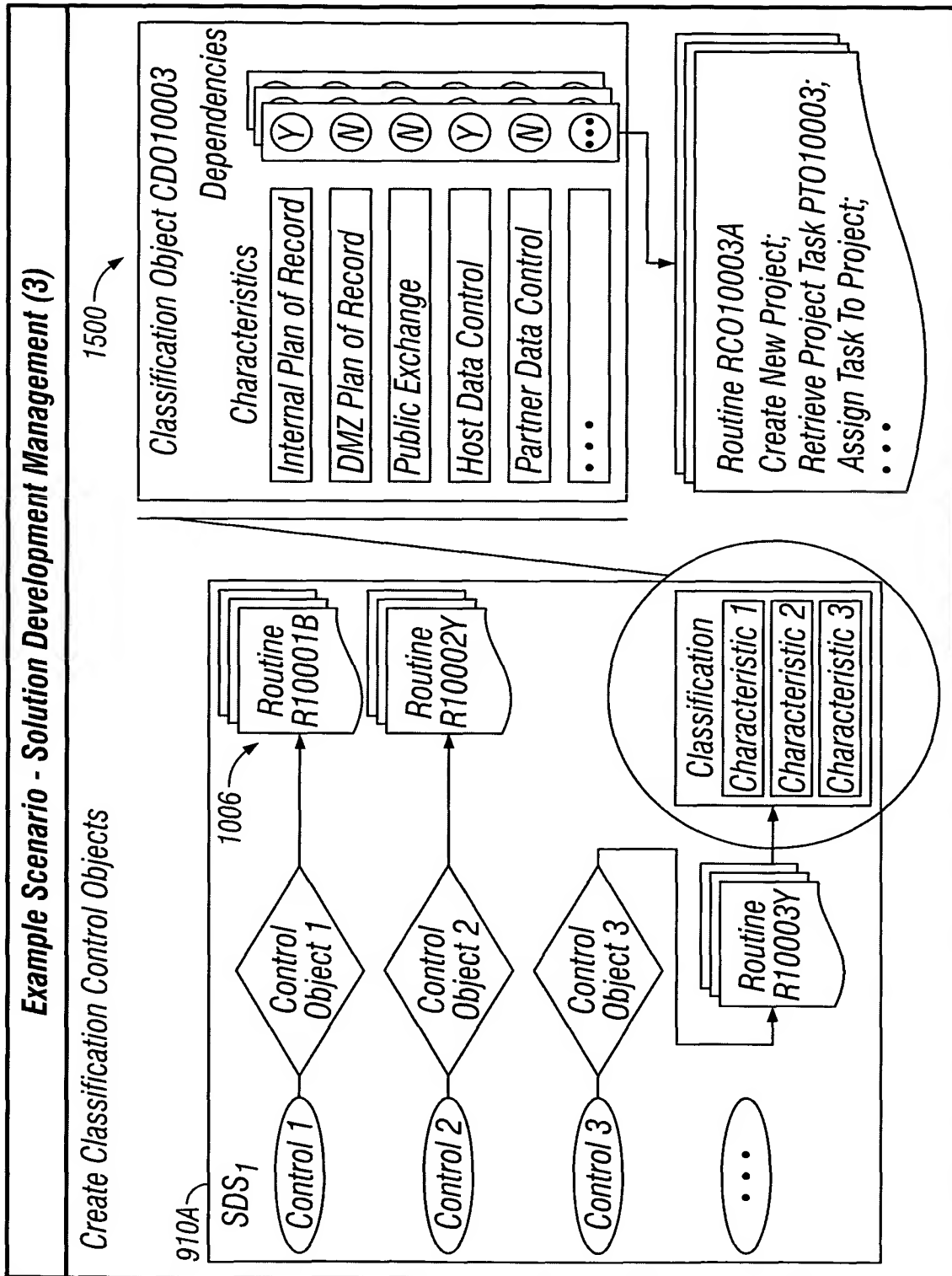


FIG. 15

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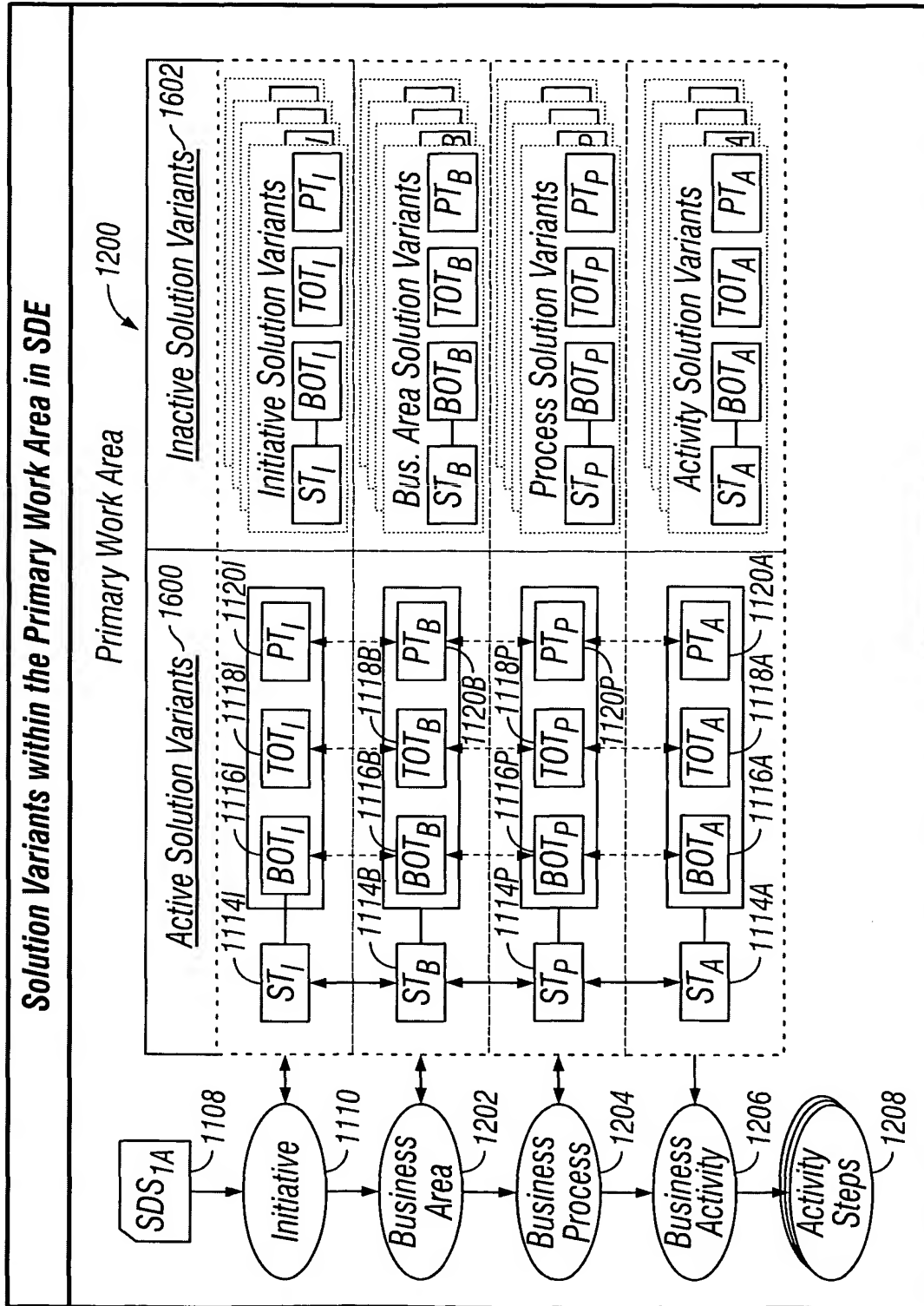


FIG. 16

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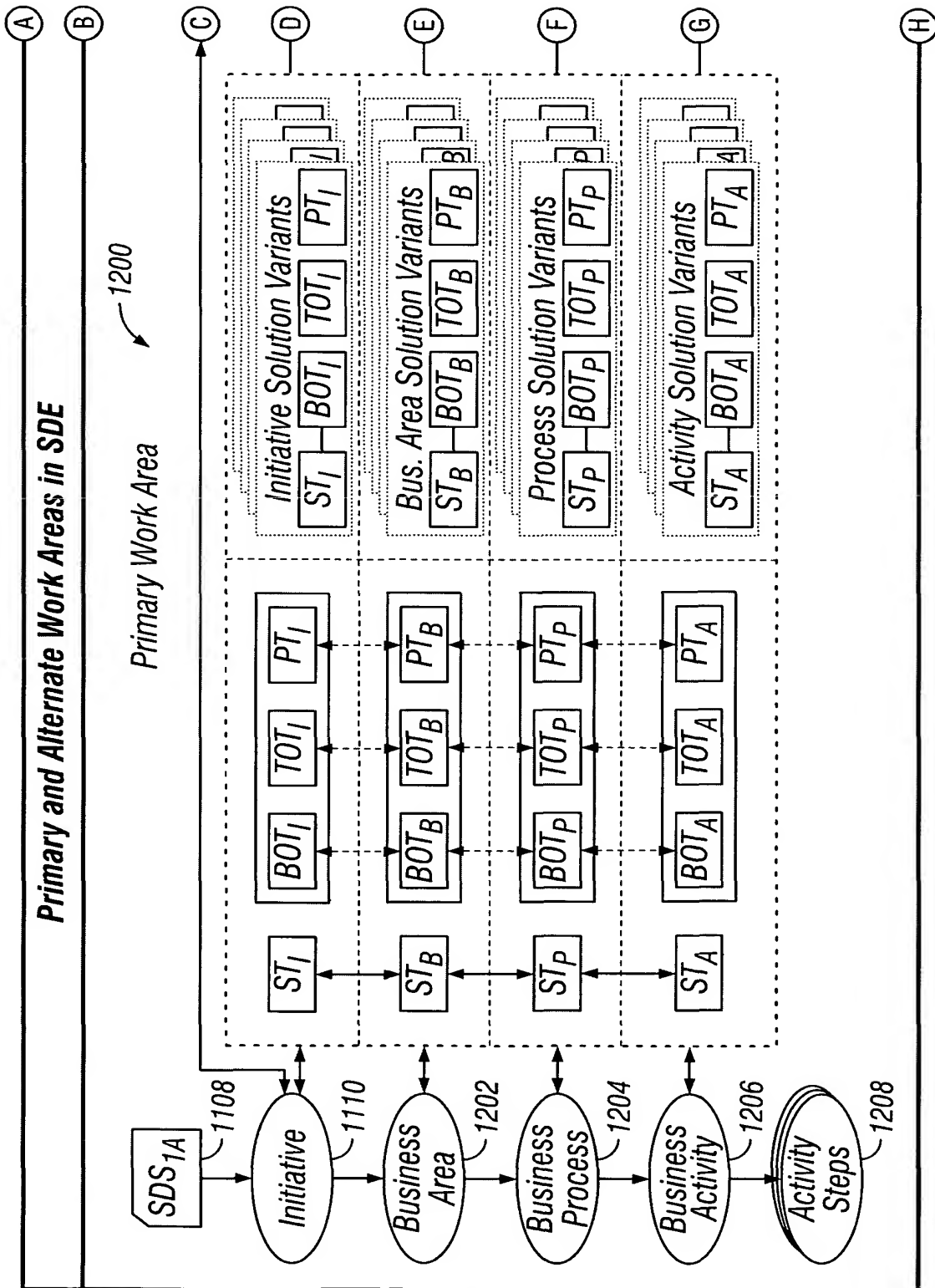


FIG. 17A

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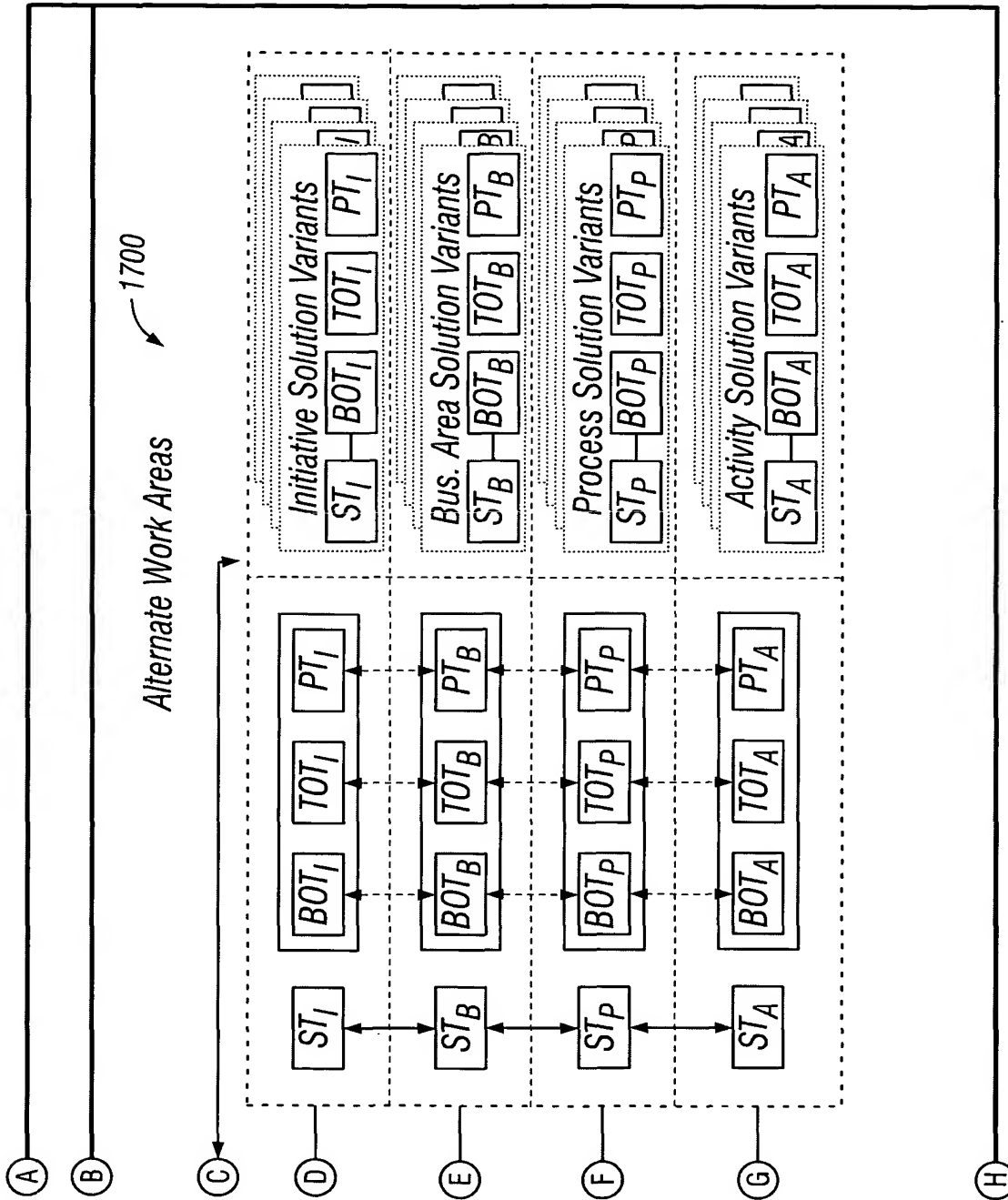


FIG. 17B

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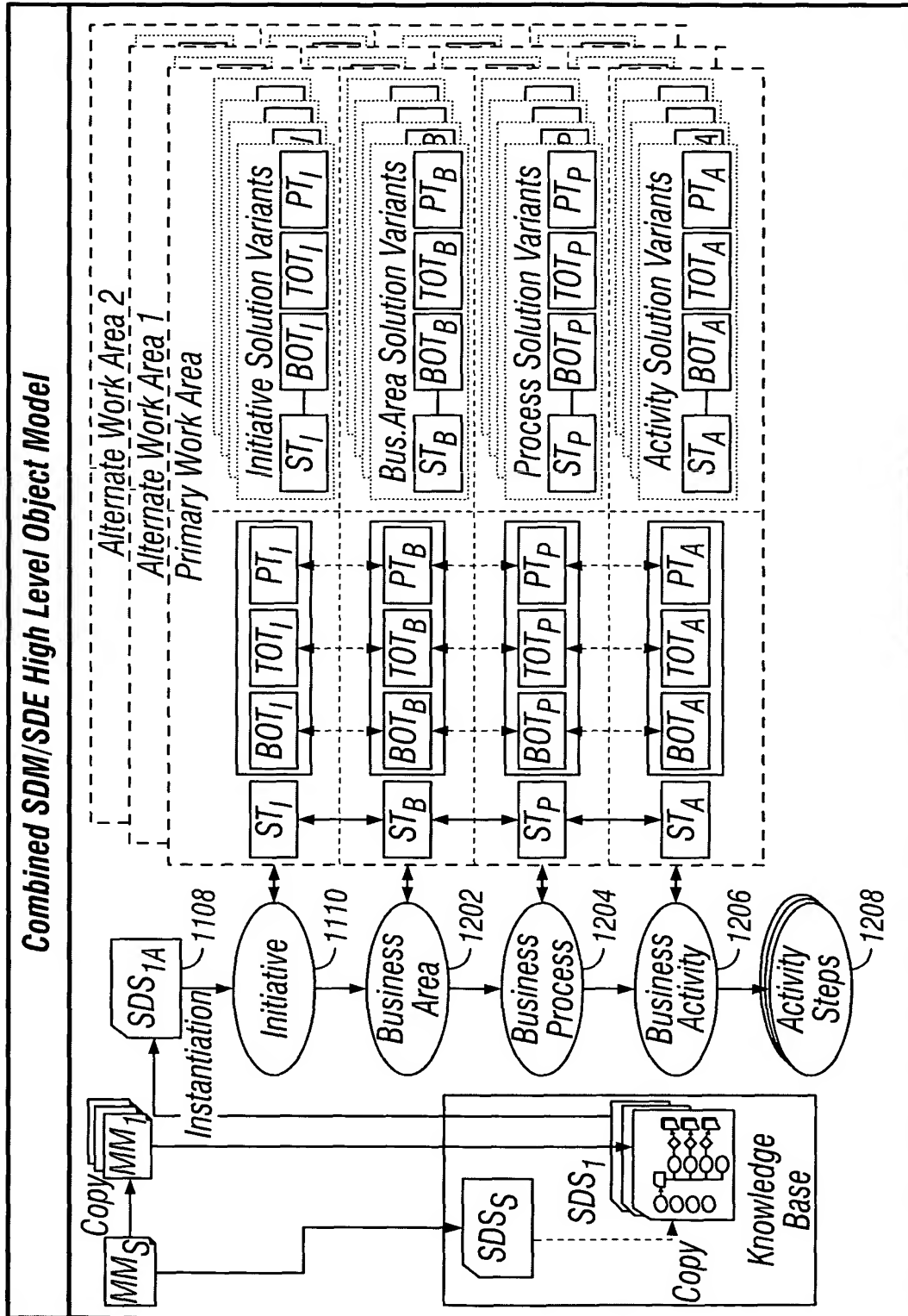


FIG. 18

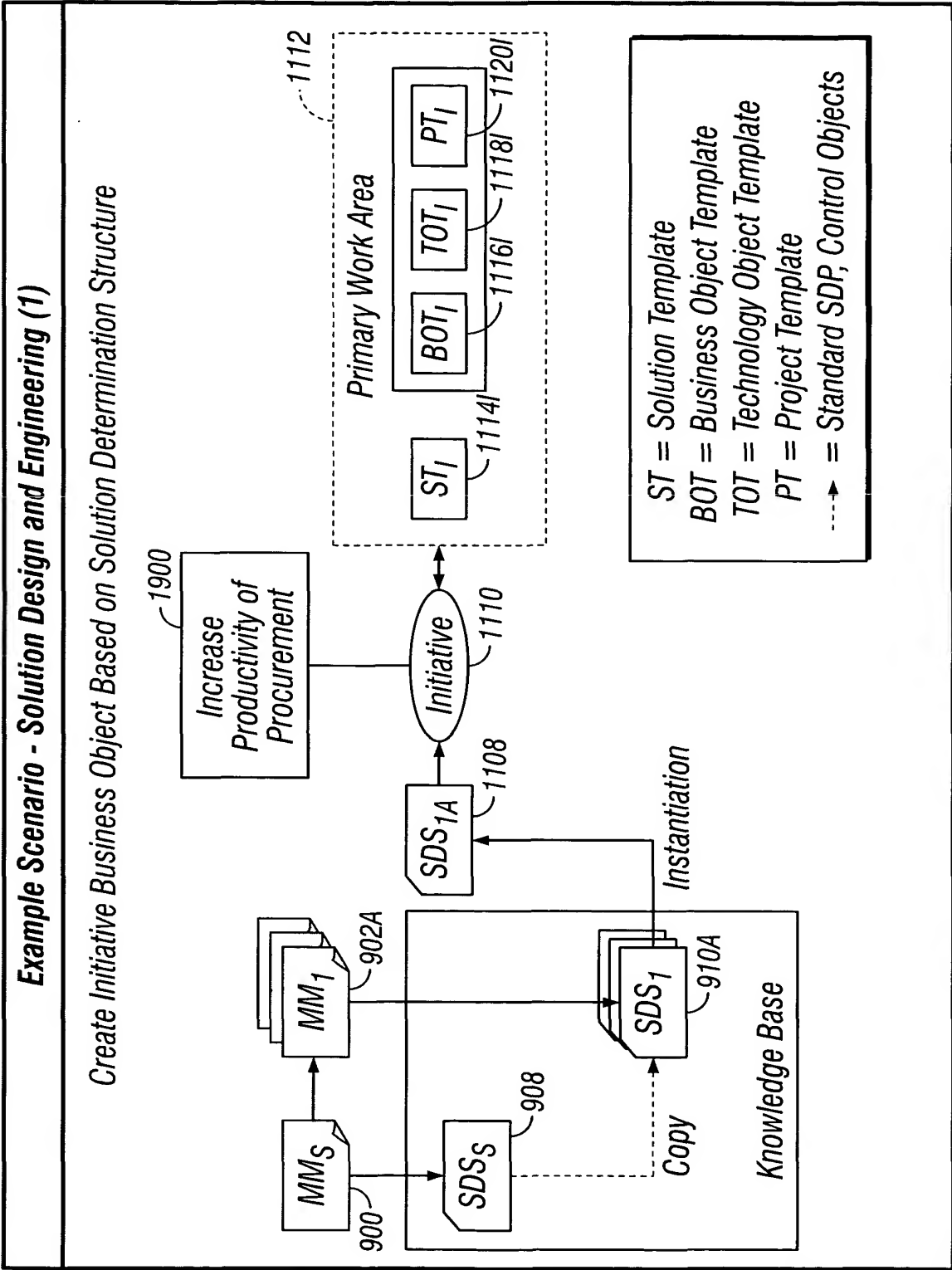


FIG. 19A

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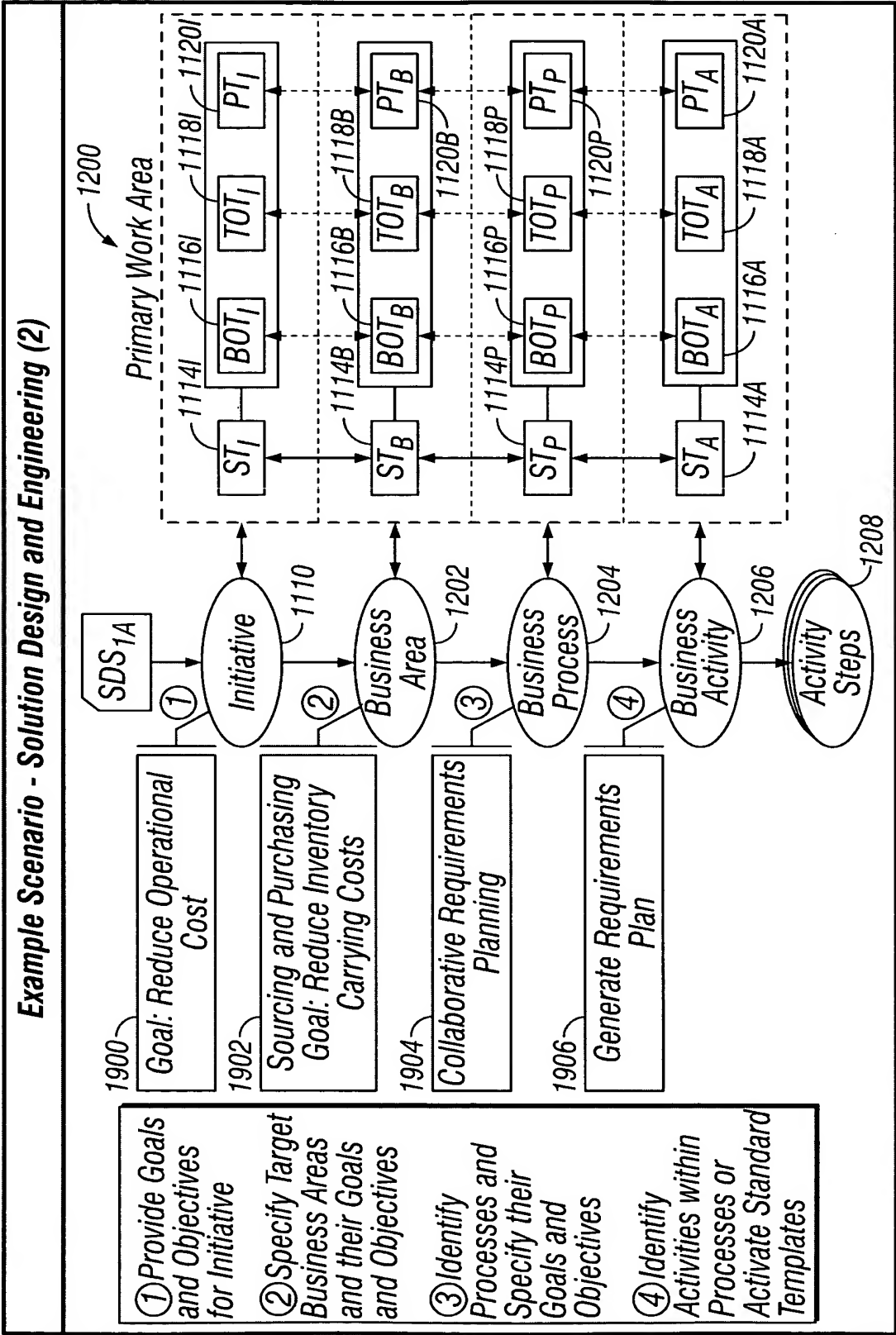


FIG. 19B

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2000

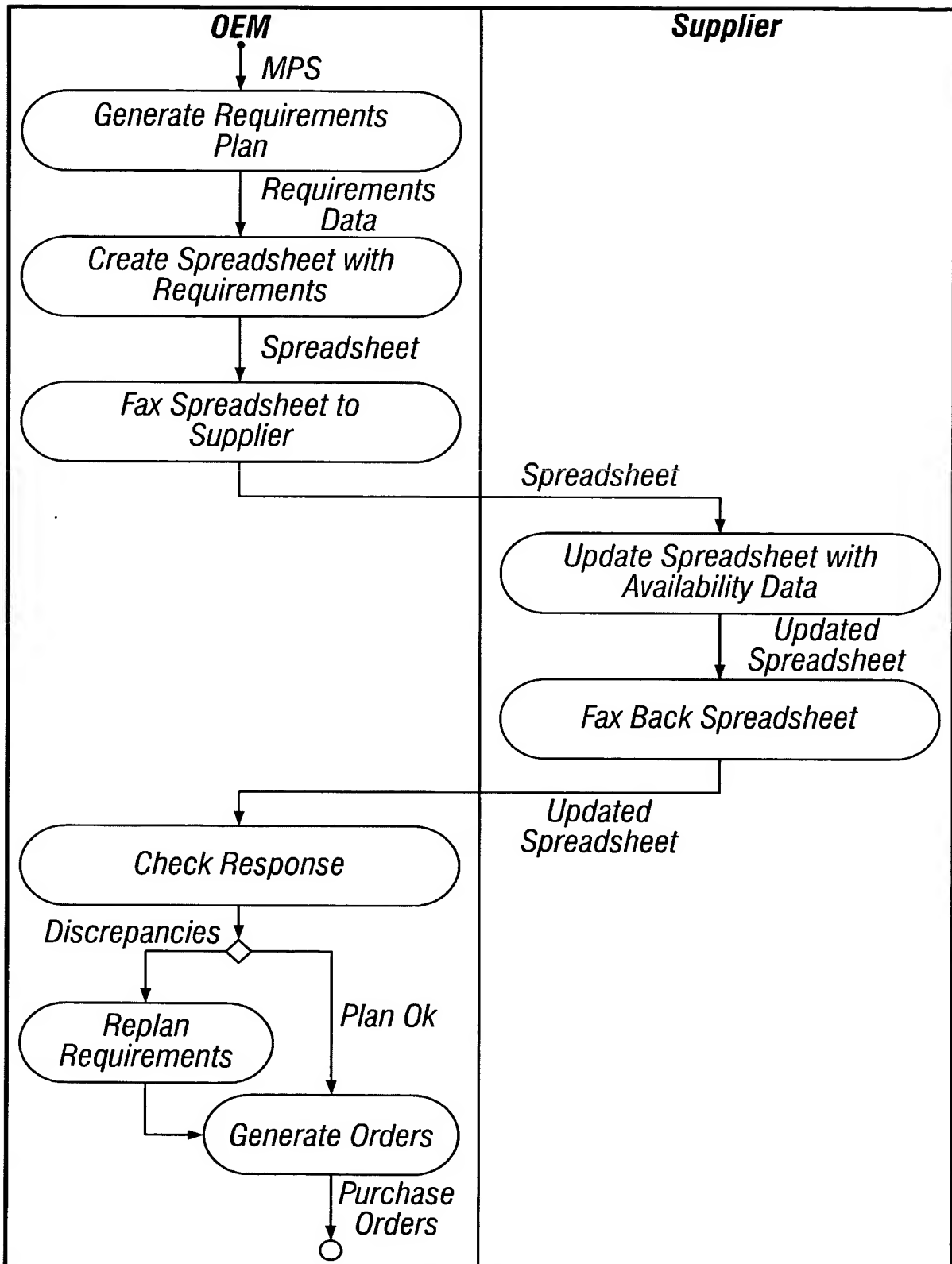


FIG. 20A

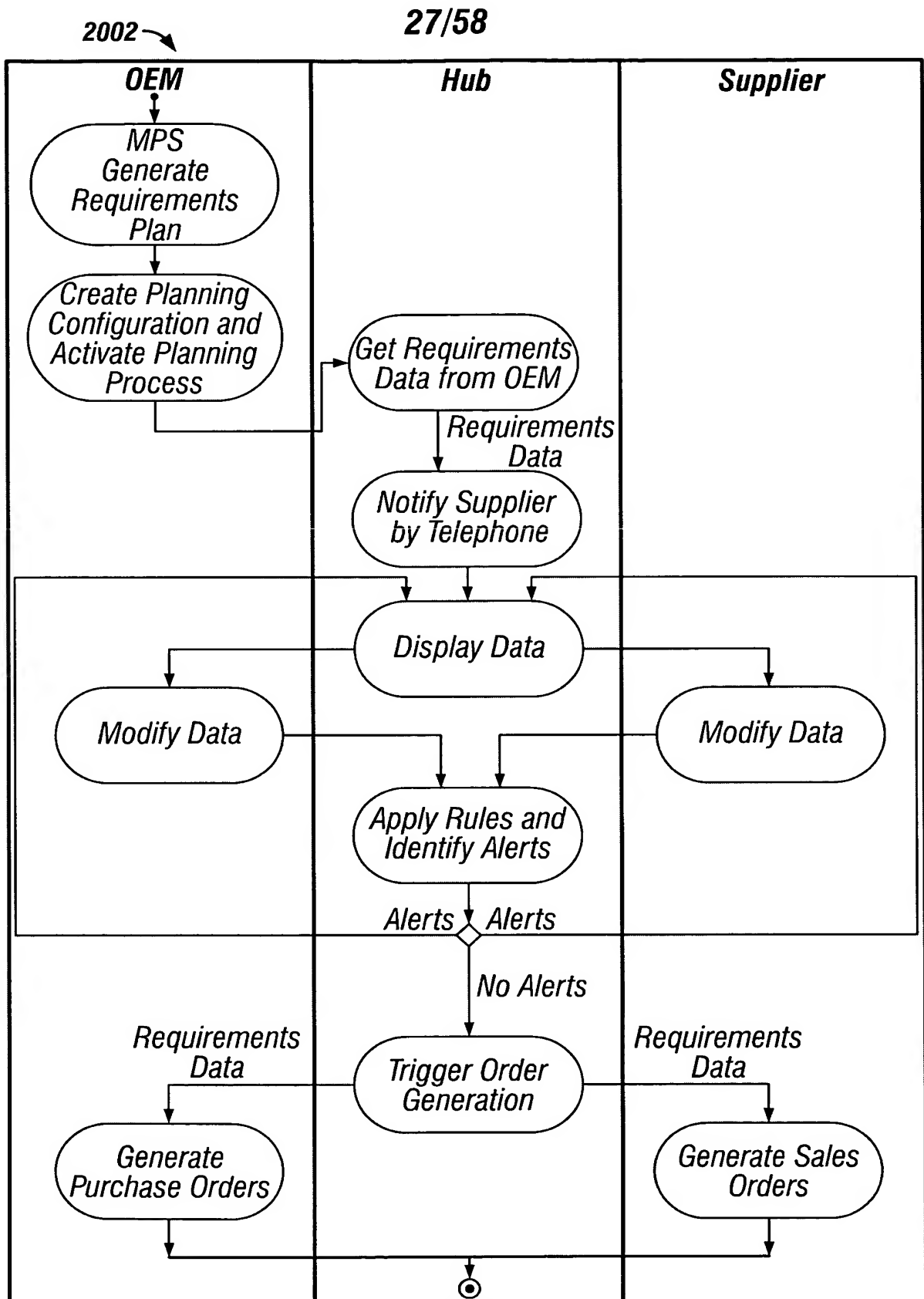


FIG. 20B

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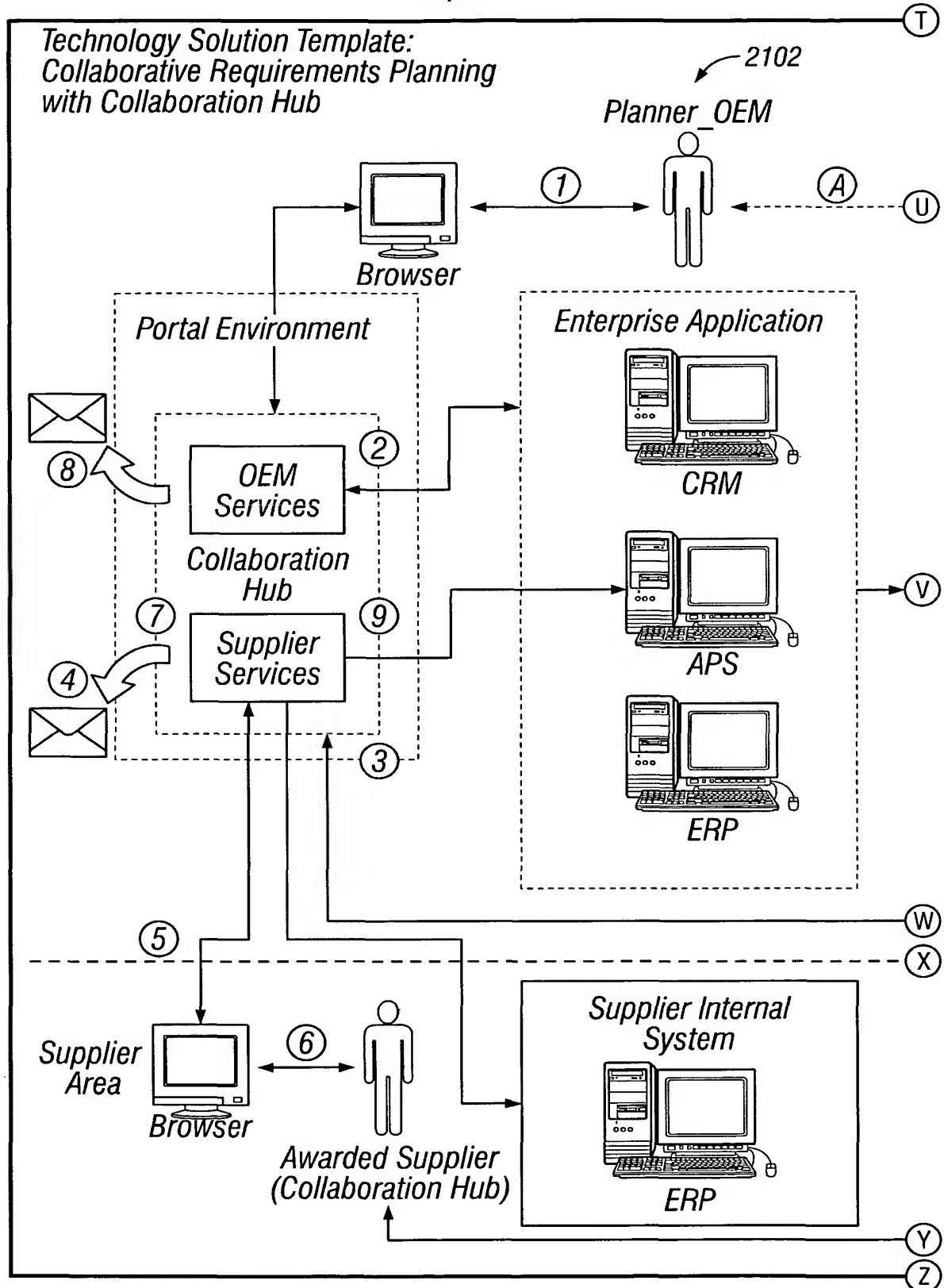
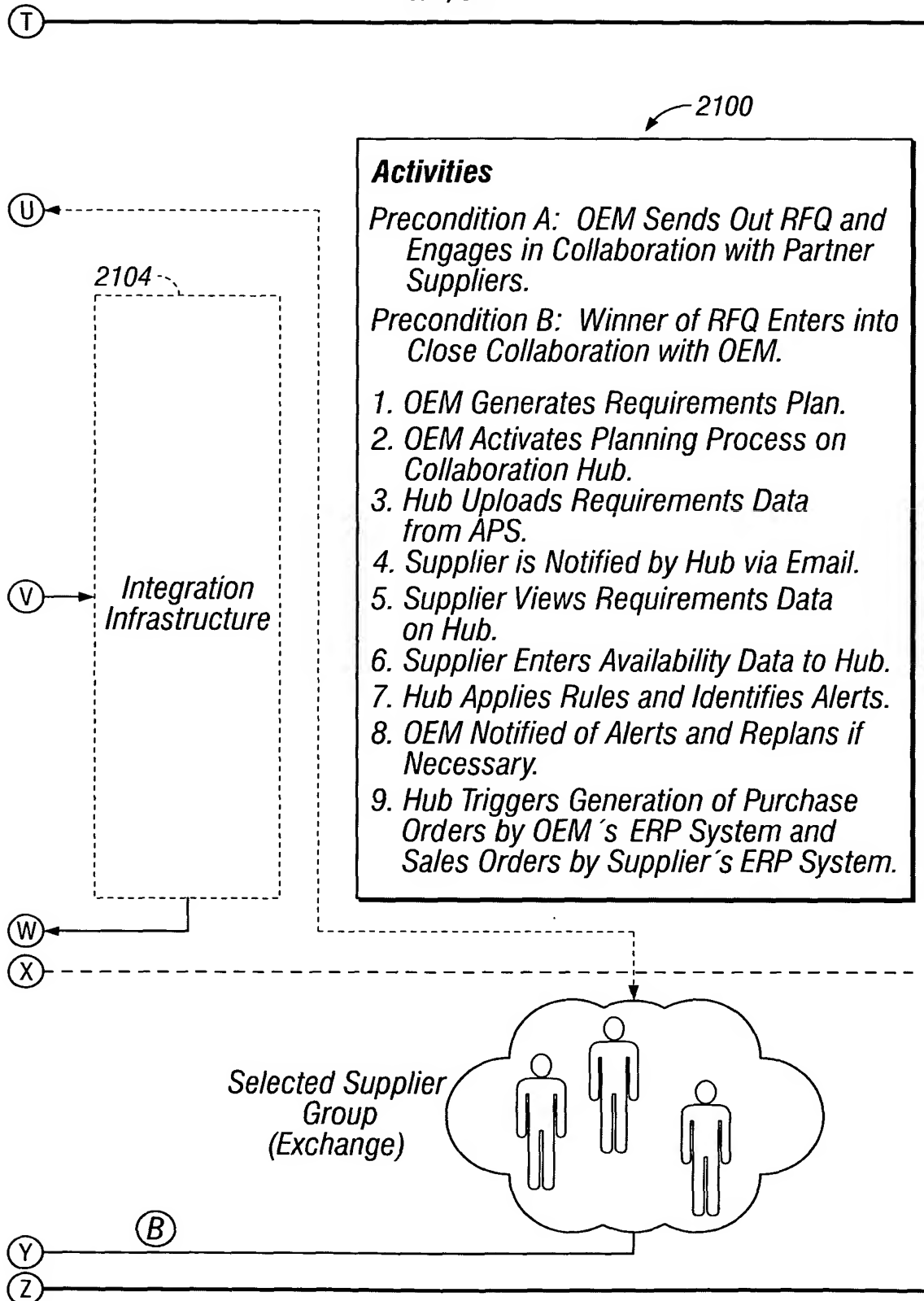
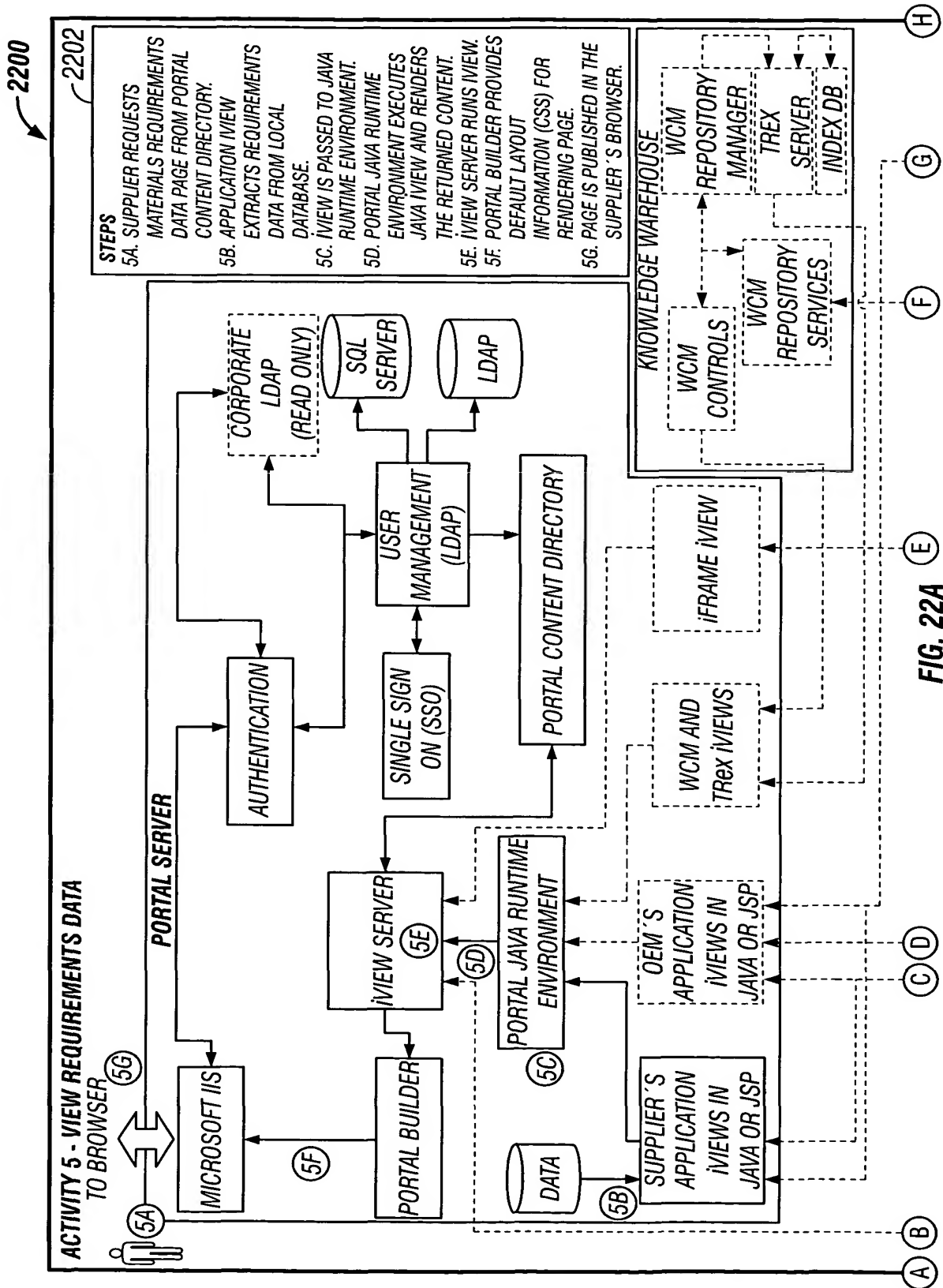


FIG. 21A

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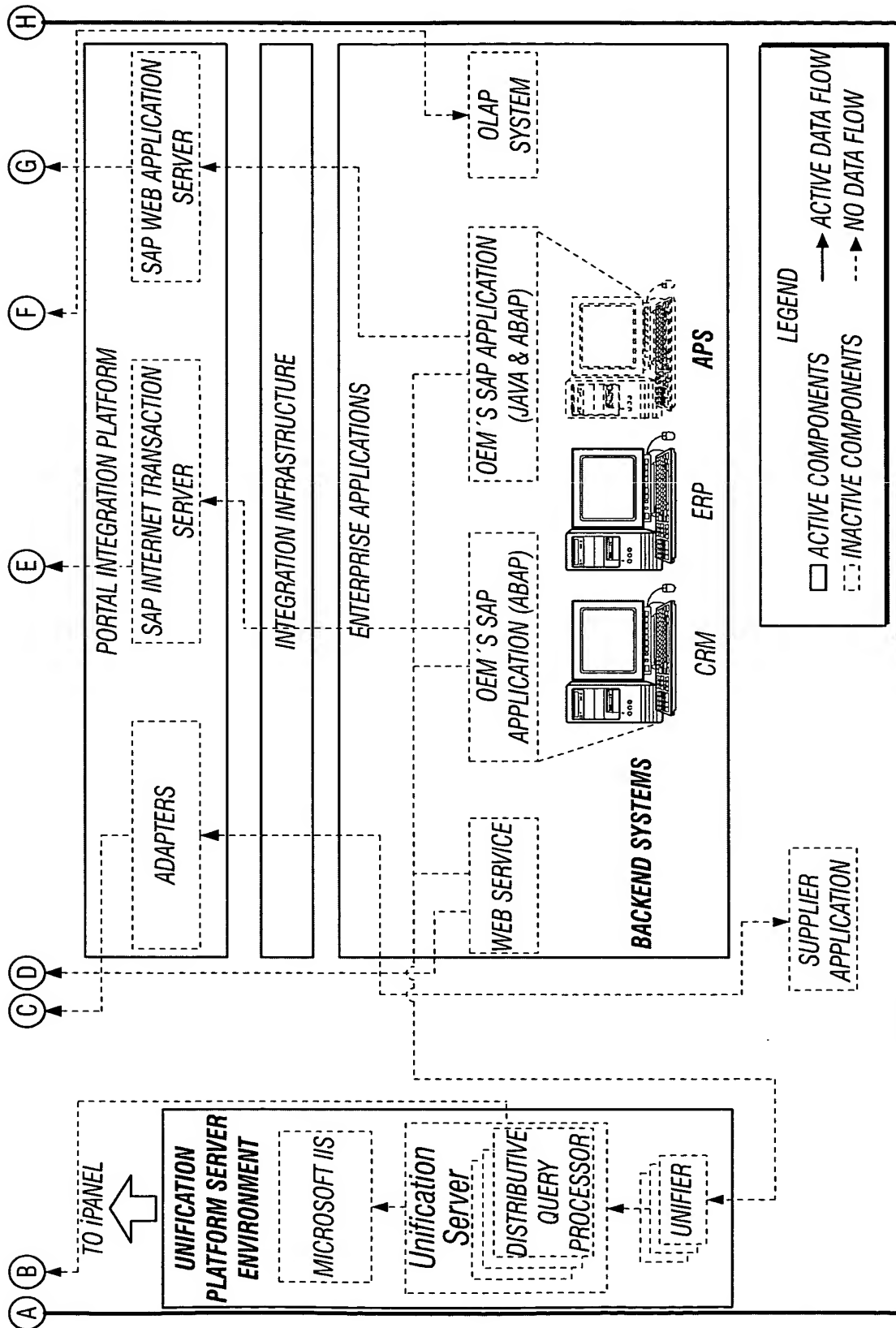


FIG. 22B

2300

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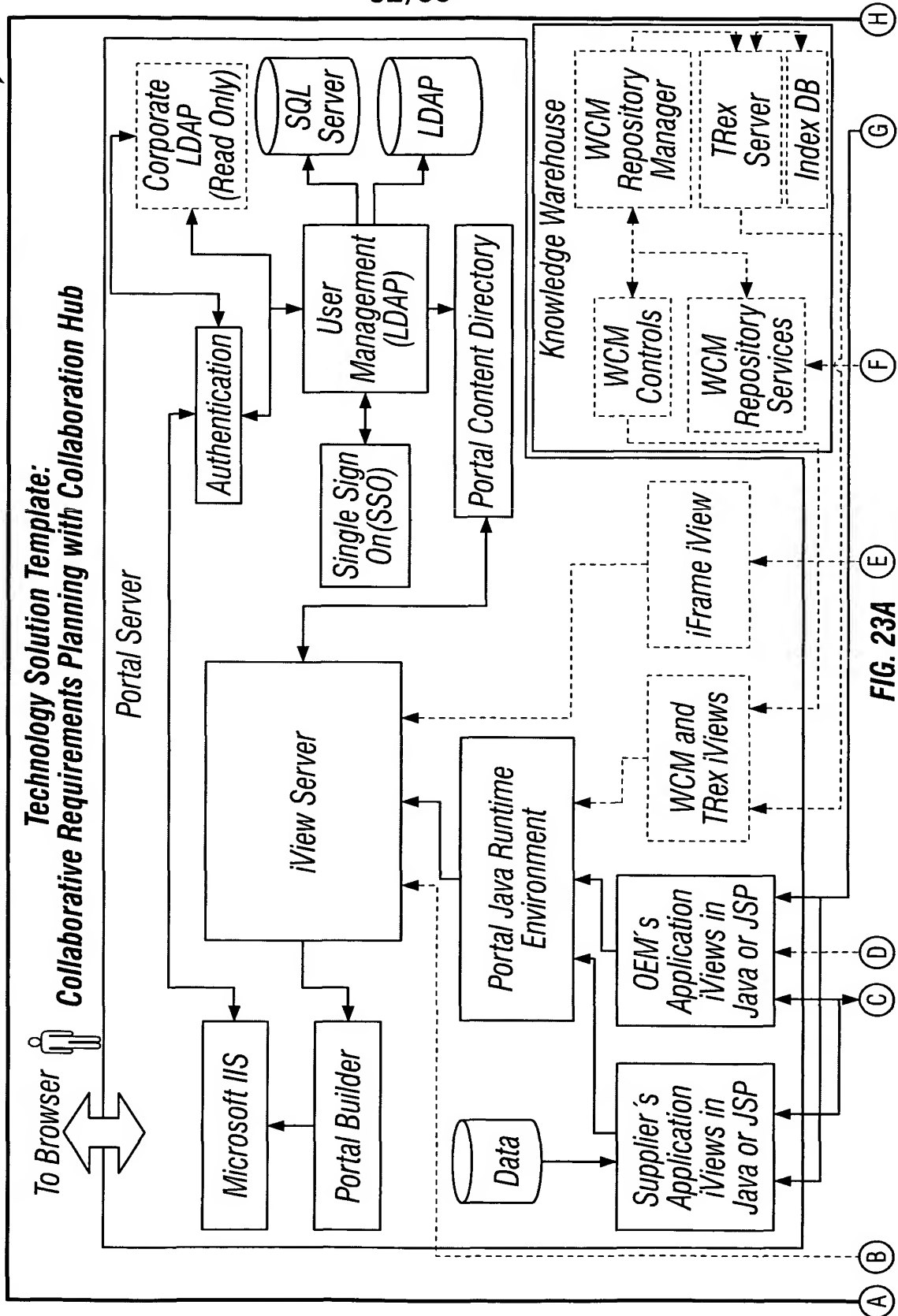


FIG. 23A

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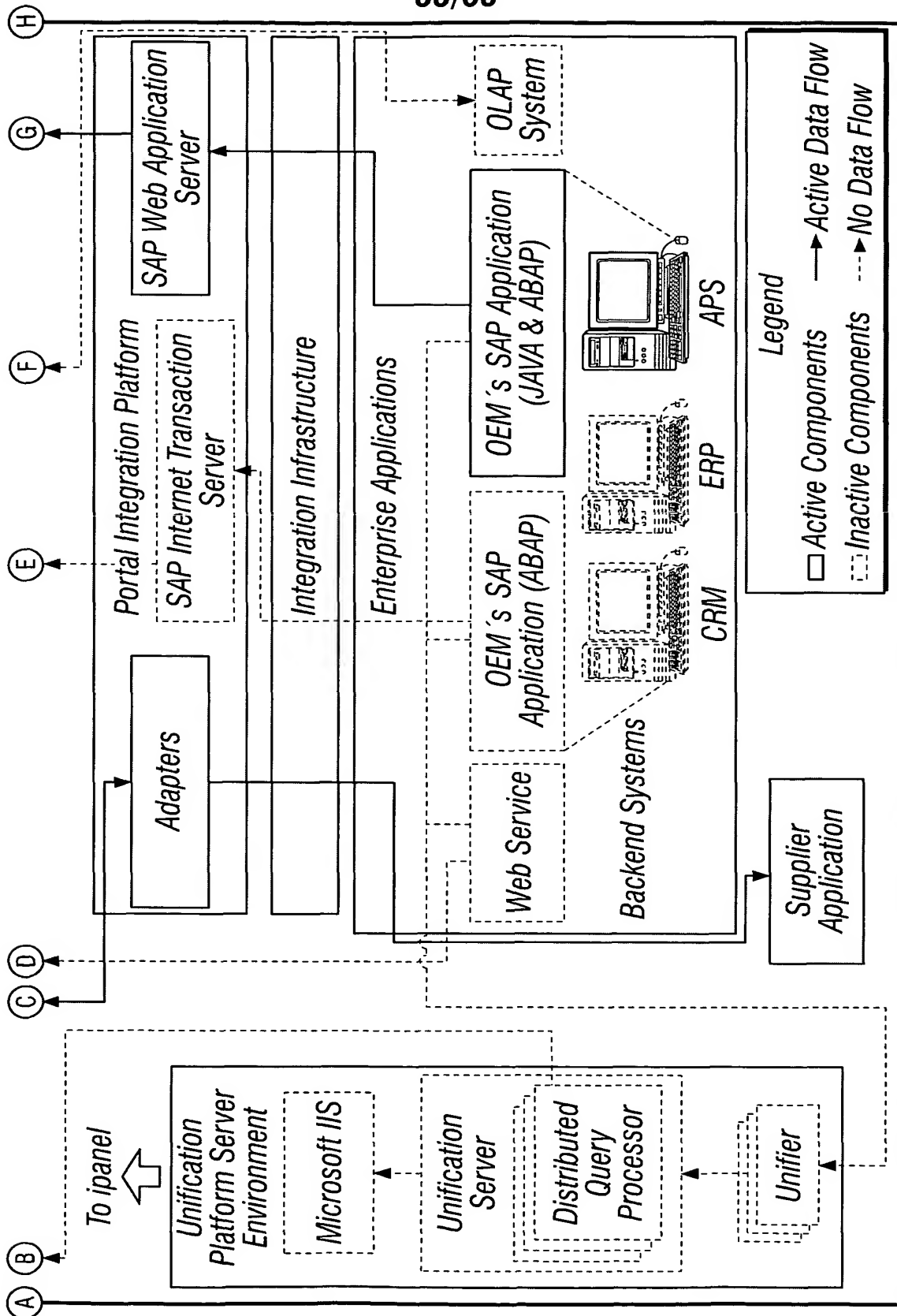


FIG. 23B

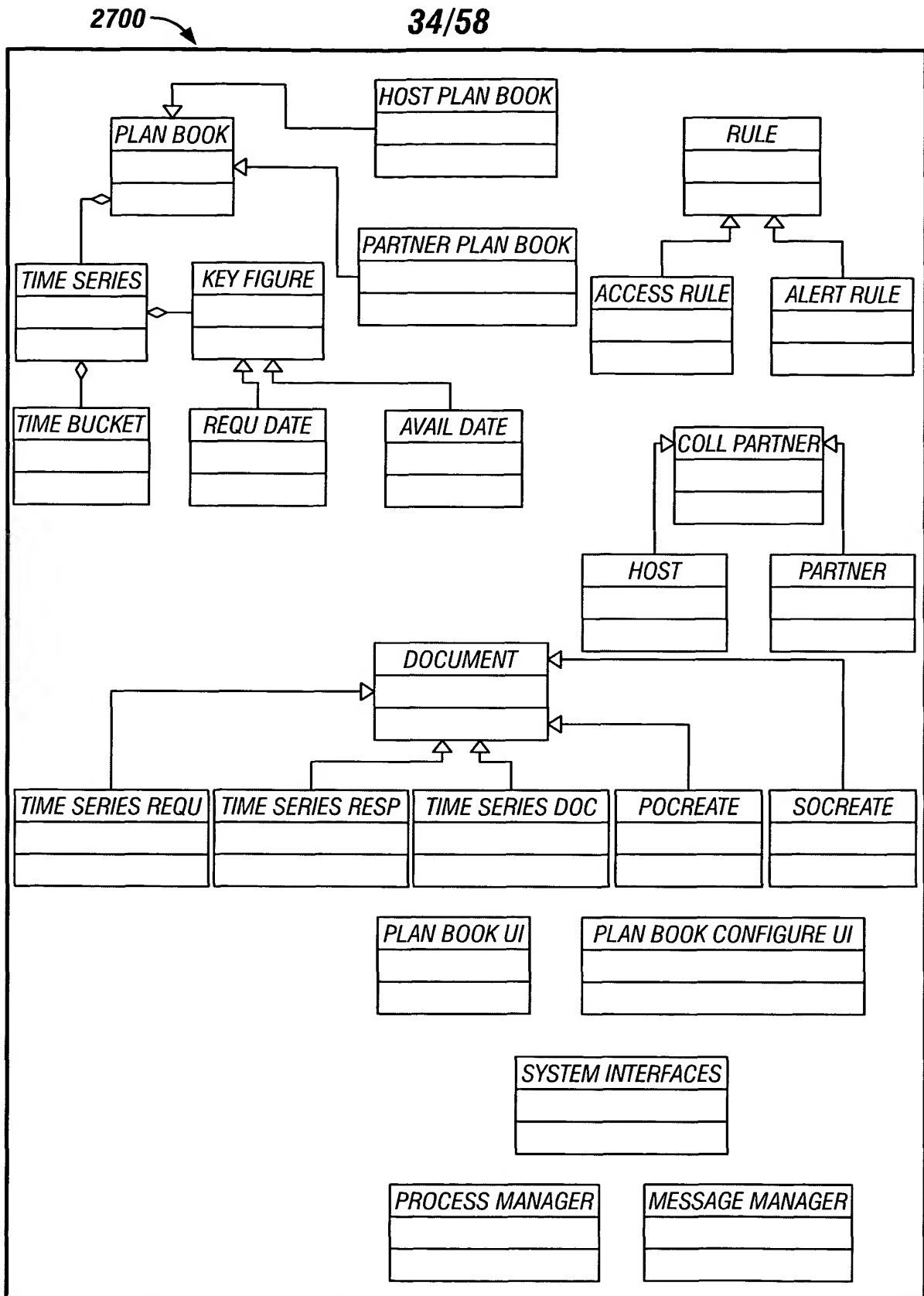


FIG. 24

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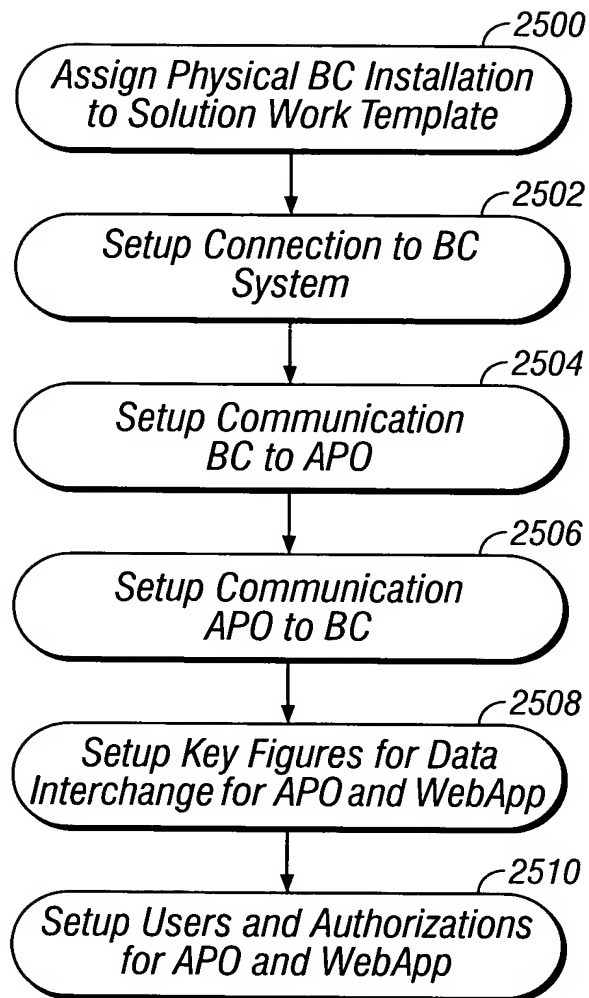


FIG. 25

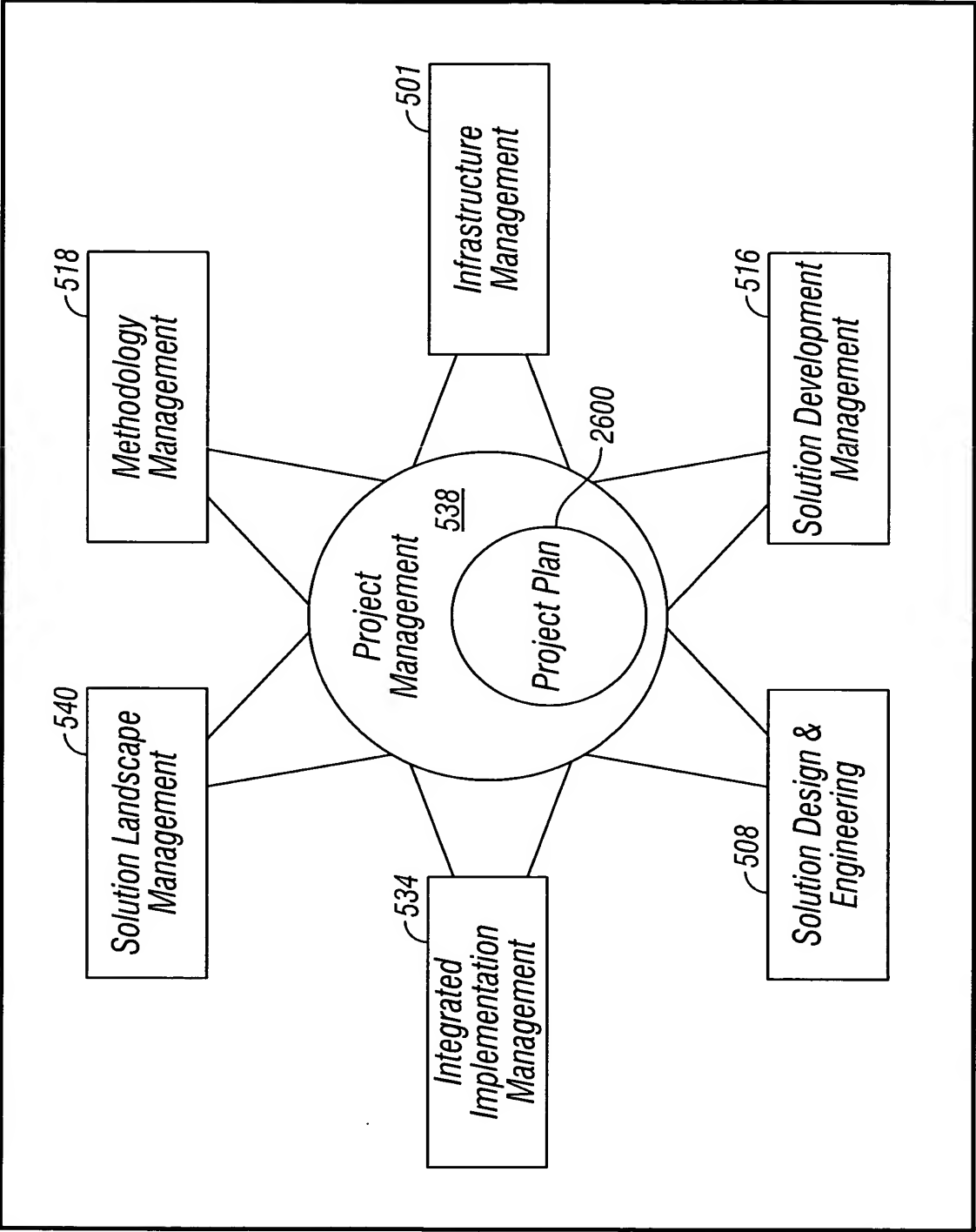


FIG. 26

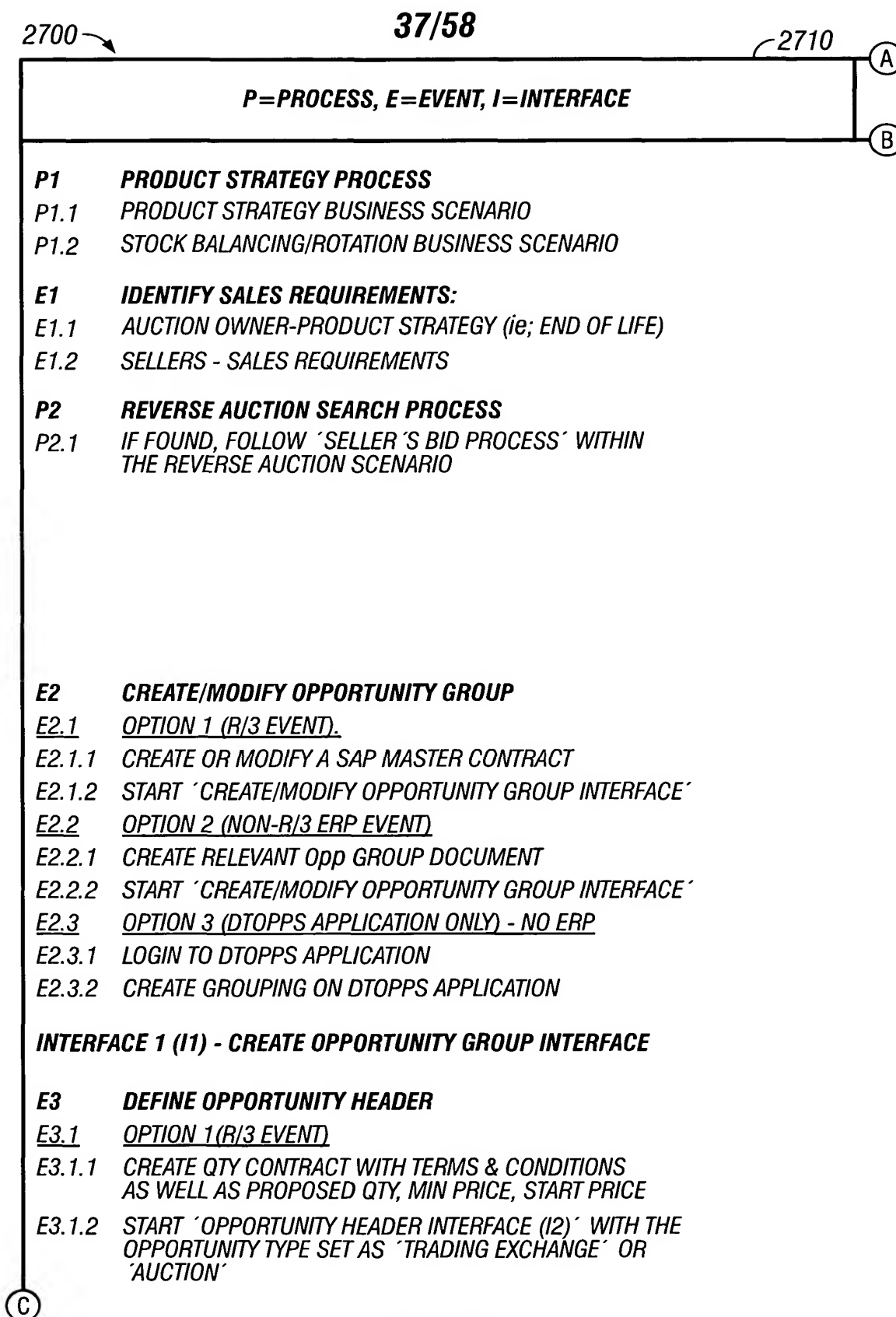
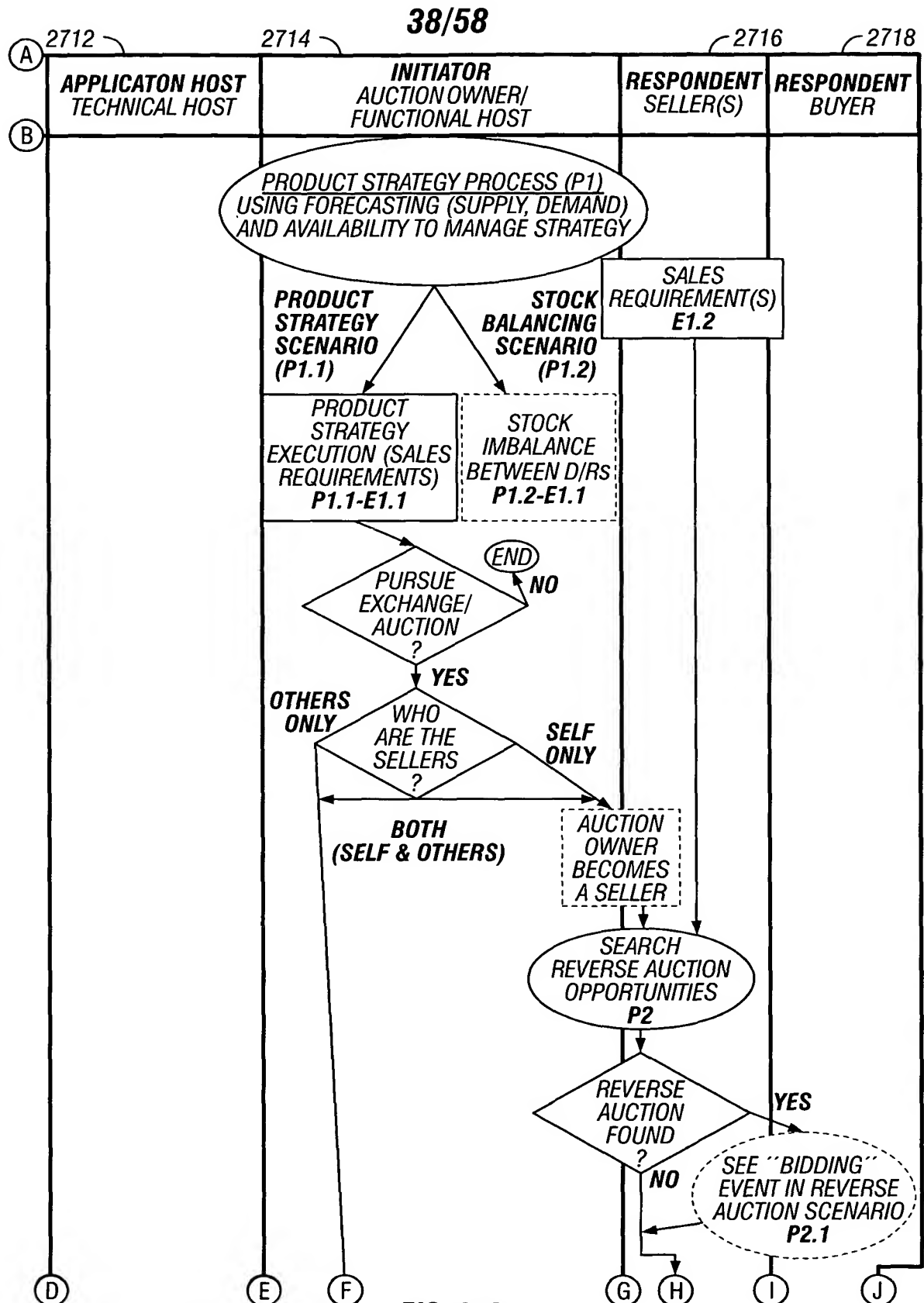


FIG. 27A



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2702 →

(C)

- E3.2 OPTION 2 (NON-R/3 ERP EVENT)
- E3.2.1 CREATE ERP SALES DOC TO HOLD AUCTION DATA
- E3.2.2 START 'OPPORTUNITY HEADER INTERFACE (I2)' WITH THE
 OPPORTUNITY TYPE SET AS 'TRADING EXCHANGE' OR 'AUCTION'
- E3.3 OPTION 3 (DTOPPS APPLICATION ONLY) - NO ERP
- E3.3.1 LOGIN (SEE E2.3.1)
- E3.3.2 CREATE OPPORTUNITY (TRADING EXCHANGE OR AUCTION) ON HOST

INTERFACE 2 (I2) - CREATE OPPORTUNITY HEADER INTERFACE

- P3** **CREATE INVITATION LIST**
 CREATE LIST OF POTENTIAL SELLERS THAT ARE TO BE INVITED TO
 PARTICIPATE. AUCTION OWNER EXCLUDED.

- E4.** **APPLICATION HOST INVITES SELLERS TO PARTICIPATE**
- E4.1 OPTION 1 - NO DETAIL DATA DESIRED
- E4.1.1 START 'INVITATION INTERFACE' USING PROFILE
- E4.2 OPTION 2 - ERP DETAIL DATA REQUIRED
- E4.2.1 DETERMINE INVITATION PREFERENCE FROM PROFILE
- E4.2.2 START THE 'INVITATION INTERFACE' TO SEND DATA TO ERP SYSTEM
 AS WELL AS THE INVITATION

INTERFACE 3 (I3) - INVITATION INTERFACE

- OPTION 1 - NO OPPORTUNITY DETAIL DATA DESIRED
- SEND INVITATION TO ERP AS SPECIFIED IN PROFILE
- OPTION 2 - ERP DETAIL DATA REQUIRED
- OPTION A (R/3 ONLY) - SEND WORKFLOW & ERP DATA
- OPTION B (ANY ERP) - SEND INVITATION & ERP DATA

E5 **RECEIVE OPPORTUNITY (OPTIONAL) AND/OR INVITATION**

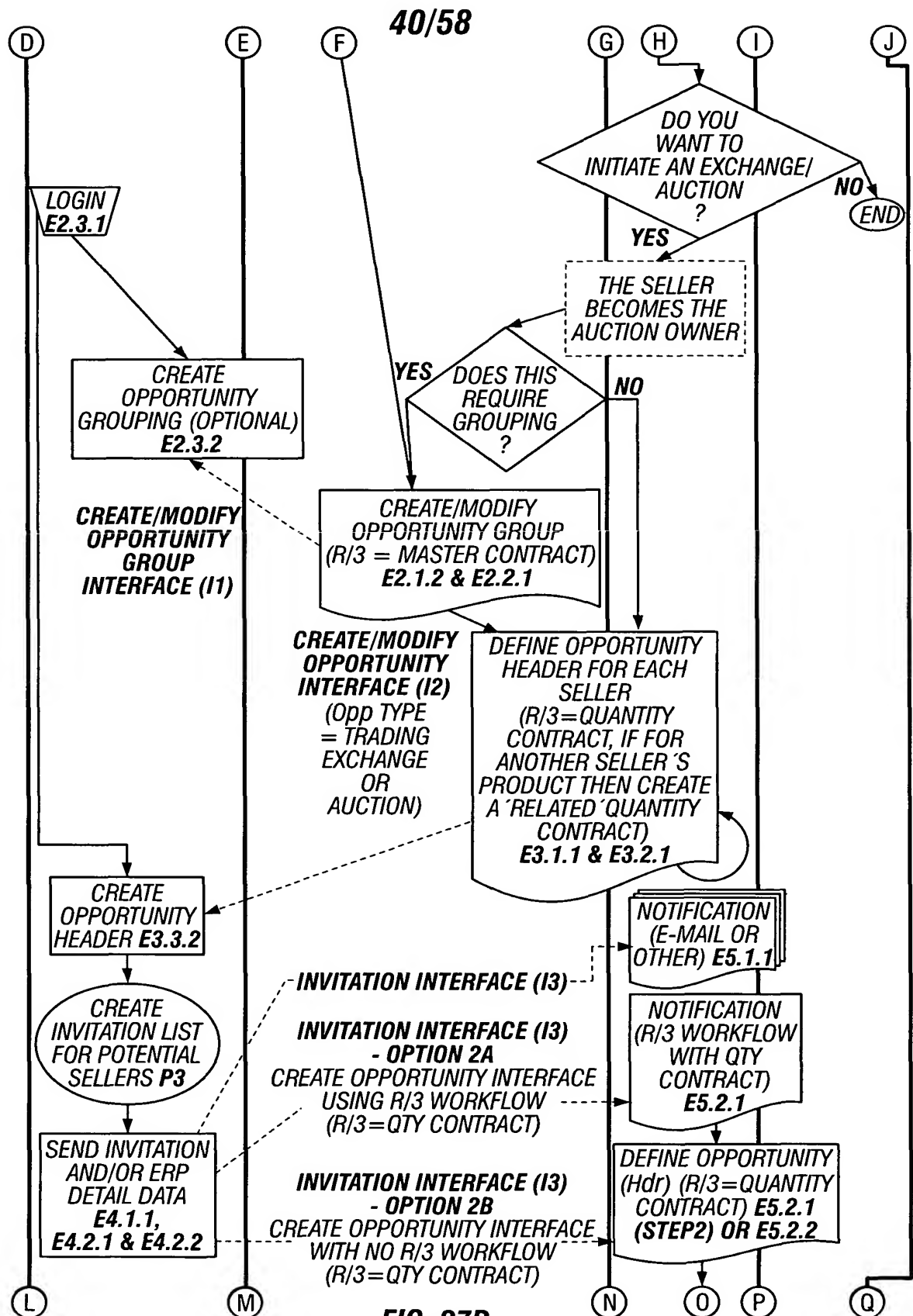
- E5.1 OPTION 1 - NO OPPORTUNITY DETAIL DATA DESIRED
- E5.1.1 RECEIVE INVITATION AS SPECIFIED IN PROFILE
- E5.2 OPTION 2 - ERP DETAIL DATA REQUIRED
- E5.2.1 OPTION A (R/3 ONLY) - RECEIVE WORKFLOW & ERP DATA
- E5.2.2 OPTION B (ANY ERP) - RECEIVE INVITATION & ERP DATA

E6 **SELLERS RESPOND**

- E6.1 OPTION 1 (R/3 EVENT)
- E6.1.1 RESPONSE ENTERED INTO THE QUANTITY CONTRACT
- E6.1.2 START 'MODIFY OPPORTUNITY (RESPONSE) INTERFACE'
- E6.2 OPTION 2 (NON - R/3 ERP EVENT)
- E6.2.1 RESPONSE ENTERED INTO THE ERP SYSTEM
- E6.2.2 START 'MODIFY OPPORTUNITY (RESPONSE) INTERFACE'
- E6.3 OPTION 3 (NON-ERP)
- E6.3.1 LOGIN (SEE E2.3.1)
- E6.3.2 UPDATE YOUR TRADING EXCHANGE INVENTORY ITEMS AND SAVE AS FINAL.

(K)

FIG. 27C



41/58**K****INTERFACE 4 (I4) - MODIFY OPPORTUNITY (RESPONSE) INTERFACE****E7 SEND SELLERS RESPONSE TO AUCTION OWNER****E7.1 OPTION 1 (R/3 EVENT)****E7.1.1 START UPDATE OPPORTUNITY INTERFACE TO CHANGE THE AUCTION OWNER'S RELATED QUANTITY CONTRACT FOR EACH SELLER****E7.2 OPTION 2 (NON-R/3 ERP EVENT)****E7.2.1 START UPDATE OPPORTUNITY INTERFACE TO CHANGE THE ERP DOCUMENT HELD FOR EACH SELLER****INTERFACE 5 (I5) - MODIFY OPPORTUNITY (TRADING EXCHANGE) INTERFACE****E8 RECEIVE OPPORTUNITY (TRADING EXCHANGE RESPONSE) FROM APPLICATION HOST****E8.1 OPTION 1 (R/3 EVENT)****E8.1.1 MODIFY THE AUCTION OWNER'S RELATED QUANTITY CONTRACT FOR EACH SELLER.****E8.2 OPTION 2 (NON-R/3 ERP EVENT)-****E8.2.1 MODIFY THE AUCTION OWNER'S ERP DOCUMENT FOR SELLER****E9 GENERATE DEMAND - PRE-AUCTION NOTIFICATION****E9.1.1 BID INVITATIONS TO PRE-REGISTERED CLIENTS - START I3 INTERFACE****E9.1.2 ADVERTISEMENTS/NOTIFICATIONS/AGENT - START I6 INTERFACE****INTERFACE 3 (I3) - INVITATION INTERFACE****INTERFACE 6 (I6) - ANNOUNCEMENT INTERFACE****E10 TRADING EXCHANGE/AUCTION STARTS****E11 BUYERS (RESPONDENTS) DRAWN TO AUCTION BY ONE OF THREE OPTIONS****E11.1 Opt 1 - BID INVITATIONS****E11.2 Opt 2 - DEMAND SEARCH FROM PO OR BBP****E11.2.1 DEMAND EXISTS WITHIN AN APPROVED PURCHASE REQ****E11.2.2 SEARCH VENDER & AUCTION SITES (SEE P2 ABOVE)****E11.3 Opt 3 - ADS/BANNERS/ANNOUNCEMENTS/AGENTS****E12 BUYER ANALYZING AUCTION OPPORTUNITIES****E12.1 OPTION 1 (R/3 EVENT)****E12.1.1 LOAD DATA FROM APPLICATION HOST INTO A PURCHASING DOCUMENT (EITHER PO OR RFQ)****E12.1.2 ANALYZE INFORMATION TO ENSURE PROPER MATCH****R****FIG. 27E**

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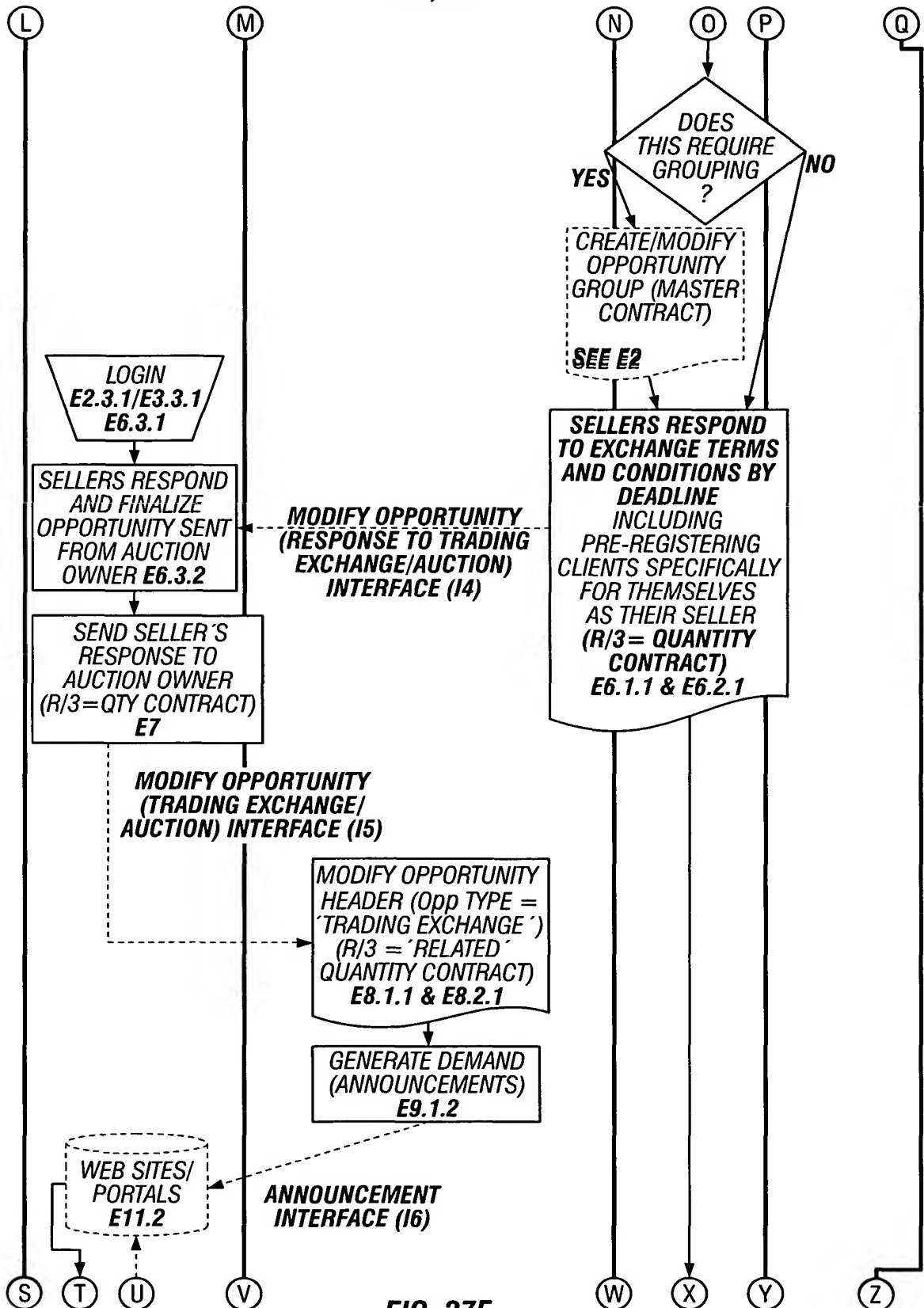
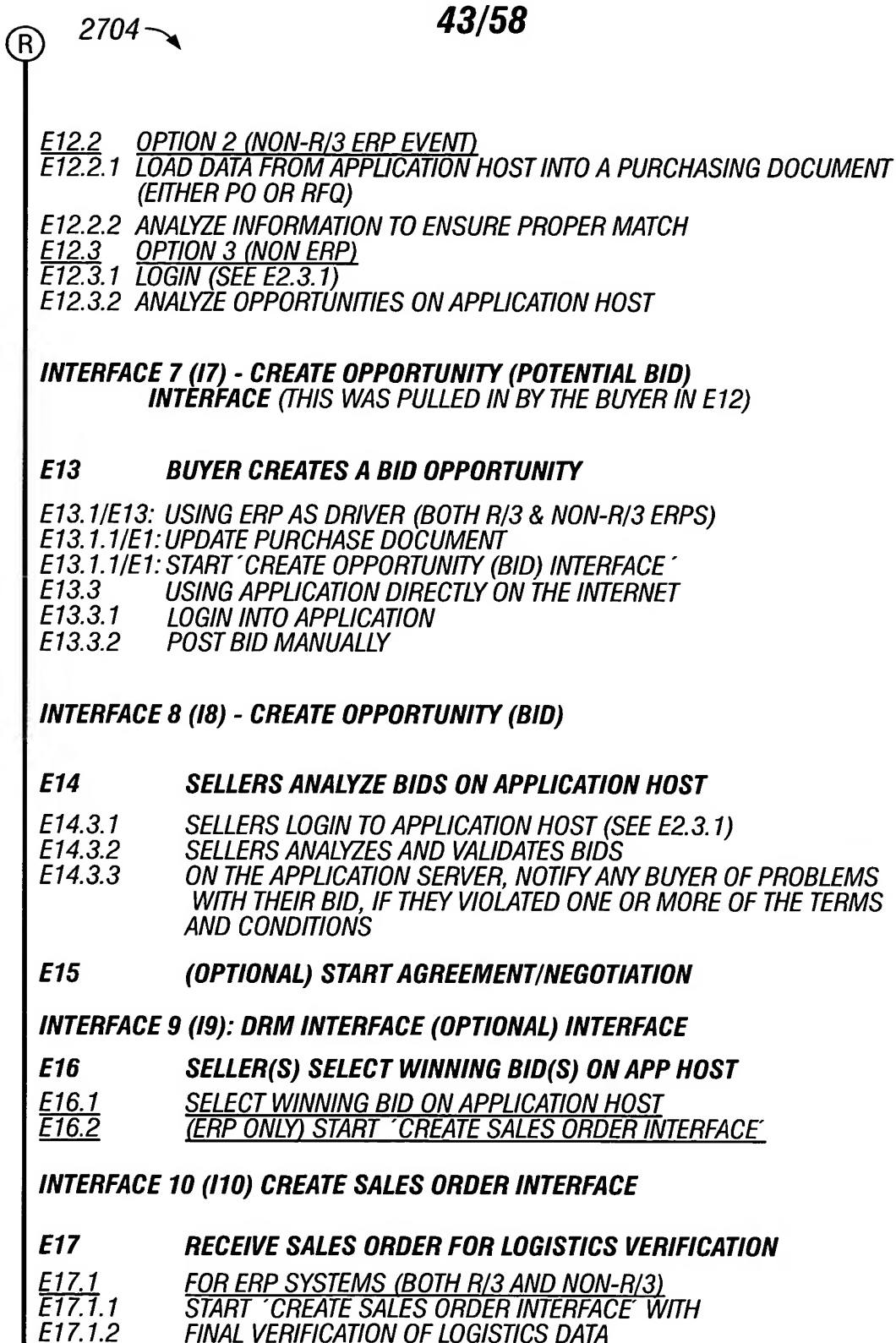
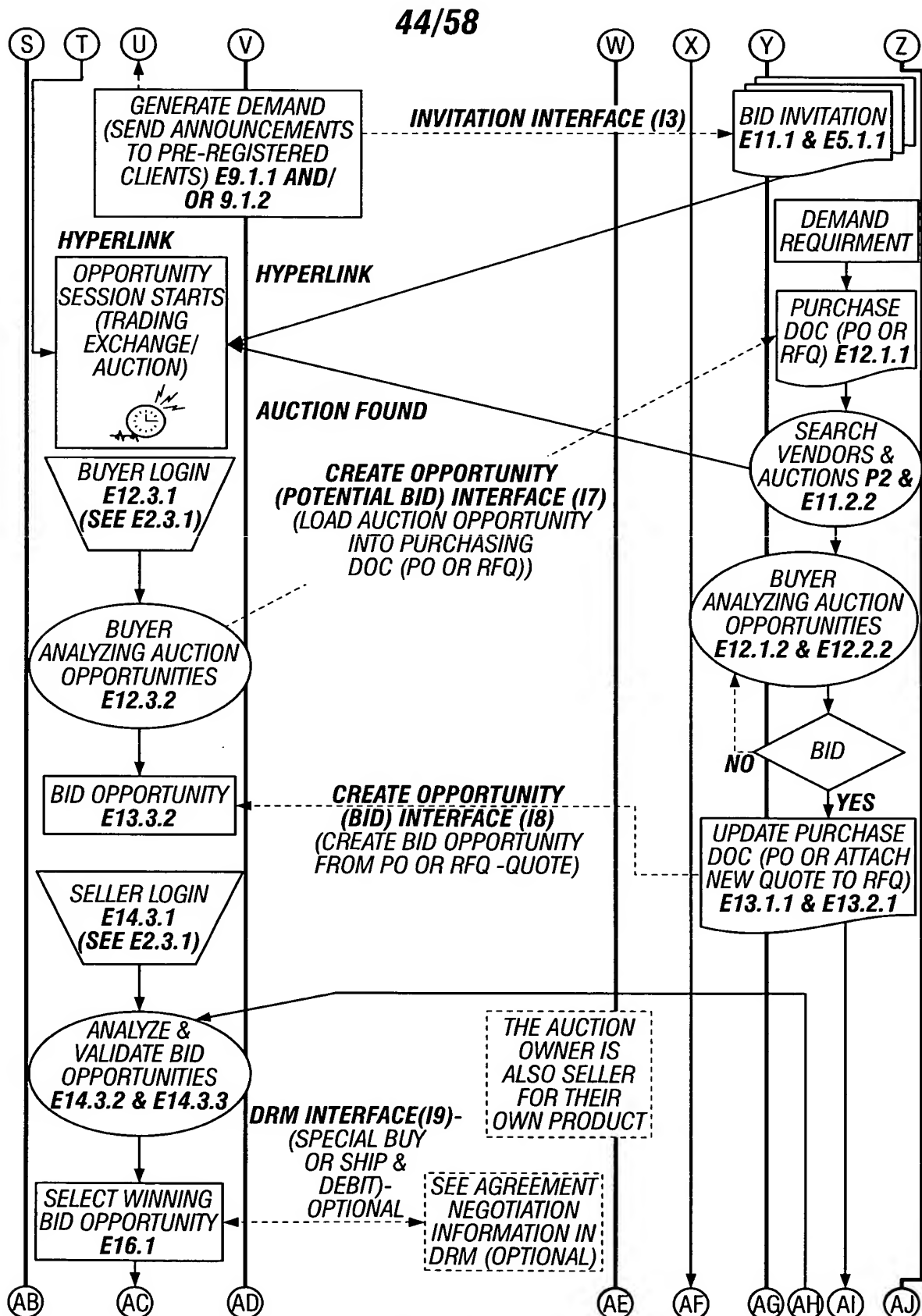


FIG. 27F

**FIG. 27G**



AA 2706 →

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E17.1.2.1 IF OK
E17.1.2.1.1 -SAVE SALES ORDER AS FINAL
E17.1.2.1.2 -SEND ACKNOWLEDGEMENT
E17.1.2.2 IF NOT OK:
E17.1.2.2.1 -MANUALLY CORRECT AND GOTO E17.1.2.1.1
E17.1.2.2.2 -IF NOT ABLE TO CORRECT, THEN REJECT AND GOTO
E14.3.2 & E14.3.3
E17.2 FOR NON-ERP SYSTEMS
E17.2.1 MANUALLY VERIFY ALL BID DATA
E17.2.2 ACCEPT AND CONFIRM BID ON APP HOST

INTERFACE 11 (I11) SALES ORDER CONFIRMATION INTERFACE

E18 RECEIVE SALES ORDER CONFIRMATION ON APPLICATION HOST
E18.1 OPTION 1 (R/3 EVENT)
E18.1.1 START 'CREATE/MODIFY OPPORTUNITY (PO) INTERFACE'
E18.1.2 START 'MODIFY OPPORTUNITY (RELATED DOCS) INTERFACE' FOR
AUCTION OWNER
E18.1.3 START 'UPDATE SELLER INVENTORY (+,-) INTERFACE FOR AUCTION
OWNER

E18.2 OPTION 2 (NON-R/3 ERP EVENT)-
E18.2.1 START 'CREATE/MODIFY OPPORTUNITY (PO) INTERFACE'
E18.2.2 START 'MODIFY OPPORTUNITY (RELATED DOCS) INTERFACE' FOR
AUCTION OWNER
E18.2.3 START 'UPDATE SELLER DR INVENTORY (+,-) INTERFACE FOR
AUCTION OWNER
INTERFACE' FOR AUCTION OWNER

E18.3 OPTION 2 (NON-R/3 ERP EVENT)
E18.3.1 BUYER ONLY WANTS A MESSAGE FOR PO.
E18.3.2 AUCTION OWNER DOES NOT WANT ERP DOCUMENTS
E18.3.2.1 OPTION A - SEND MESSAGE BASED ON PROFILE

FIG. 27I

AK

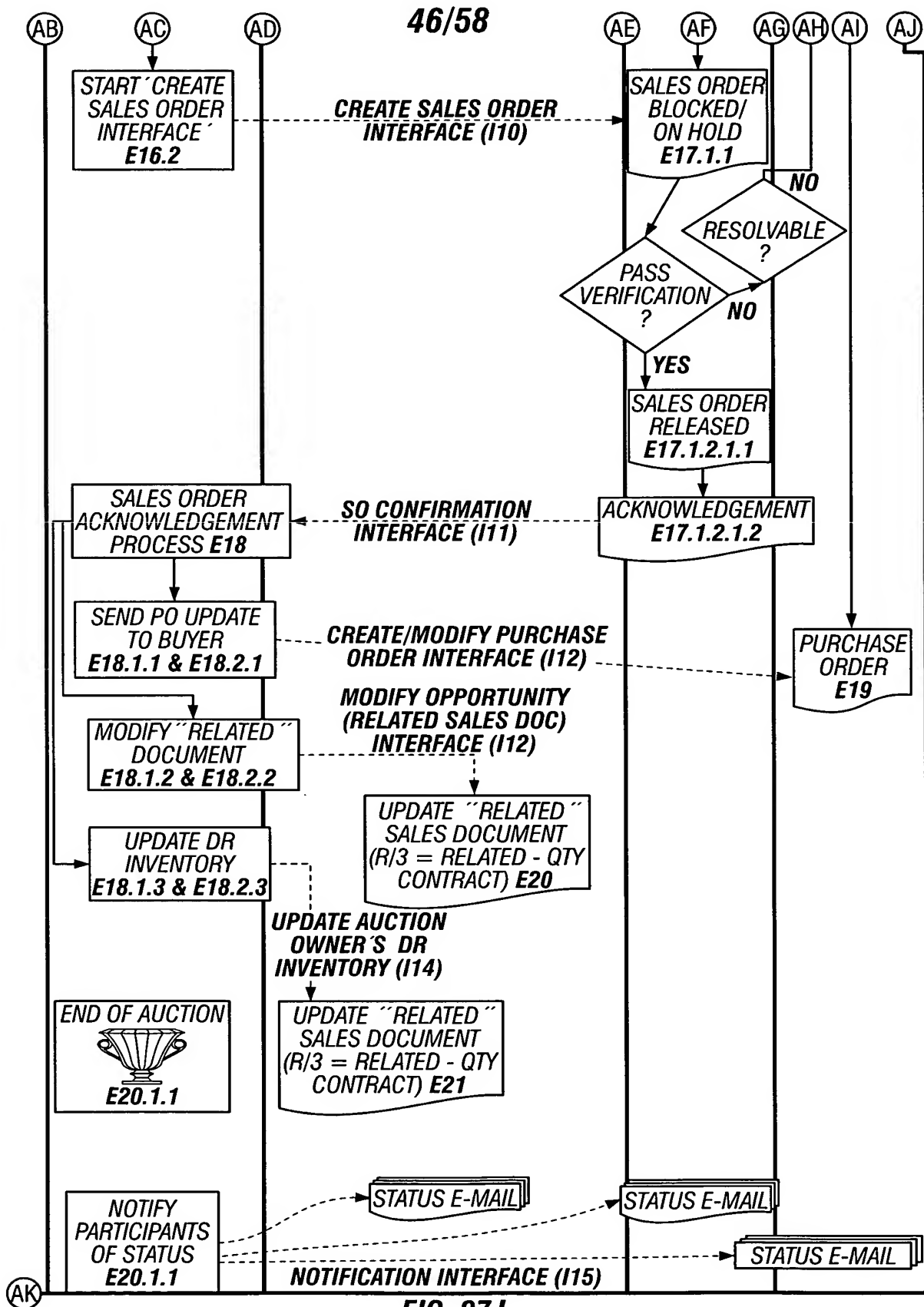


FIG. 27J

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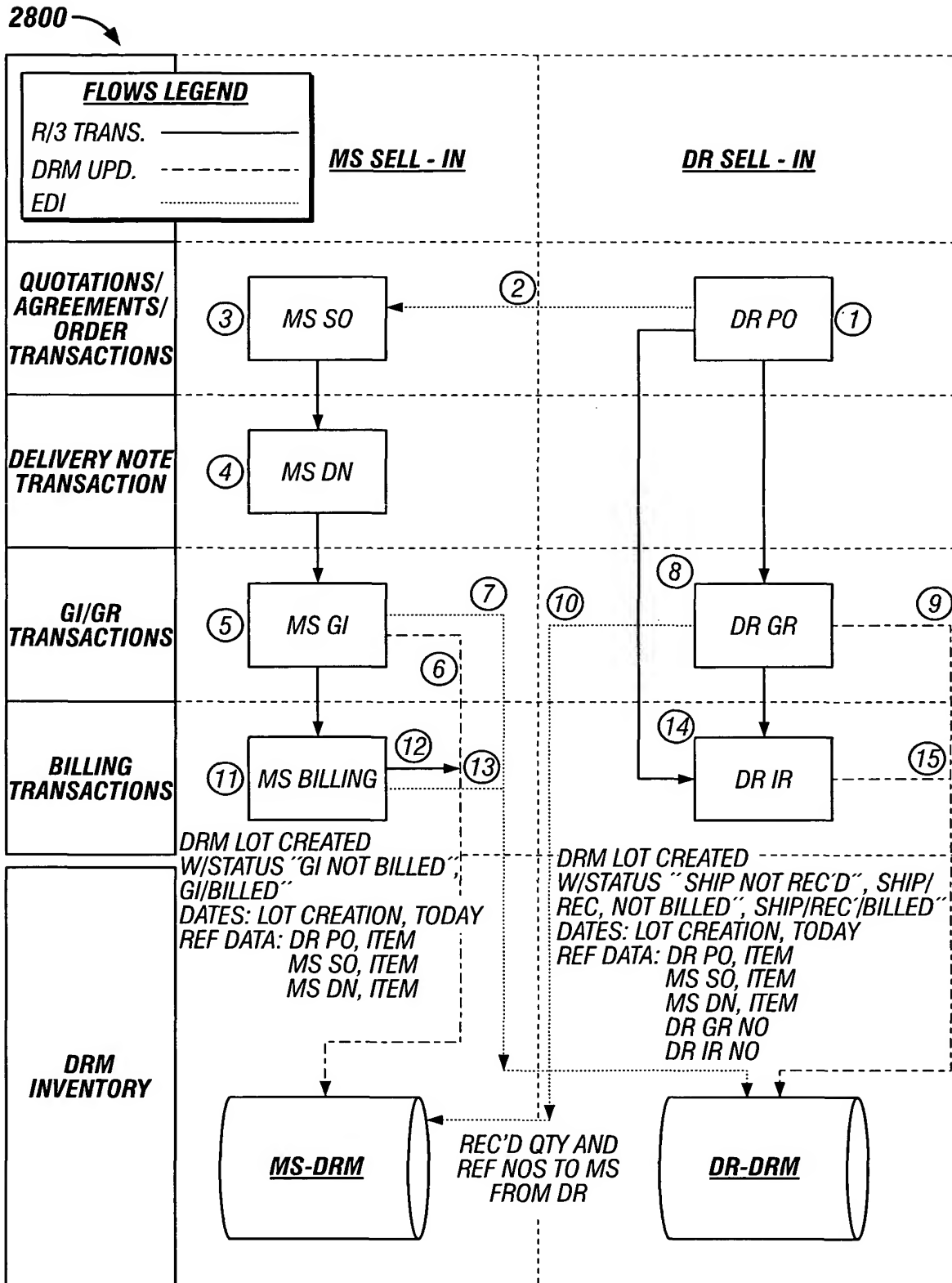


FIG. 28

2900

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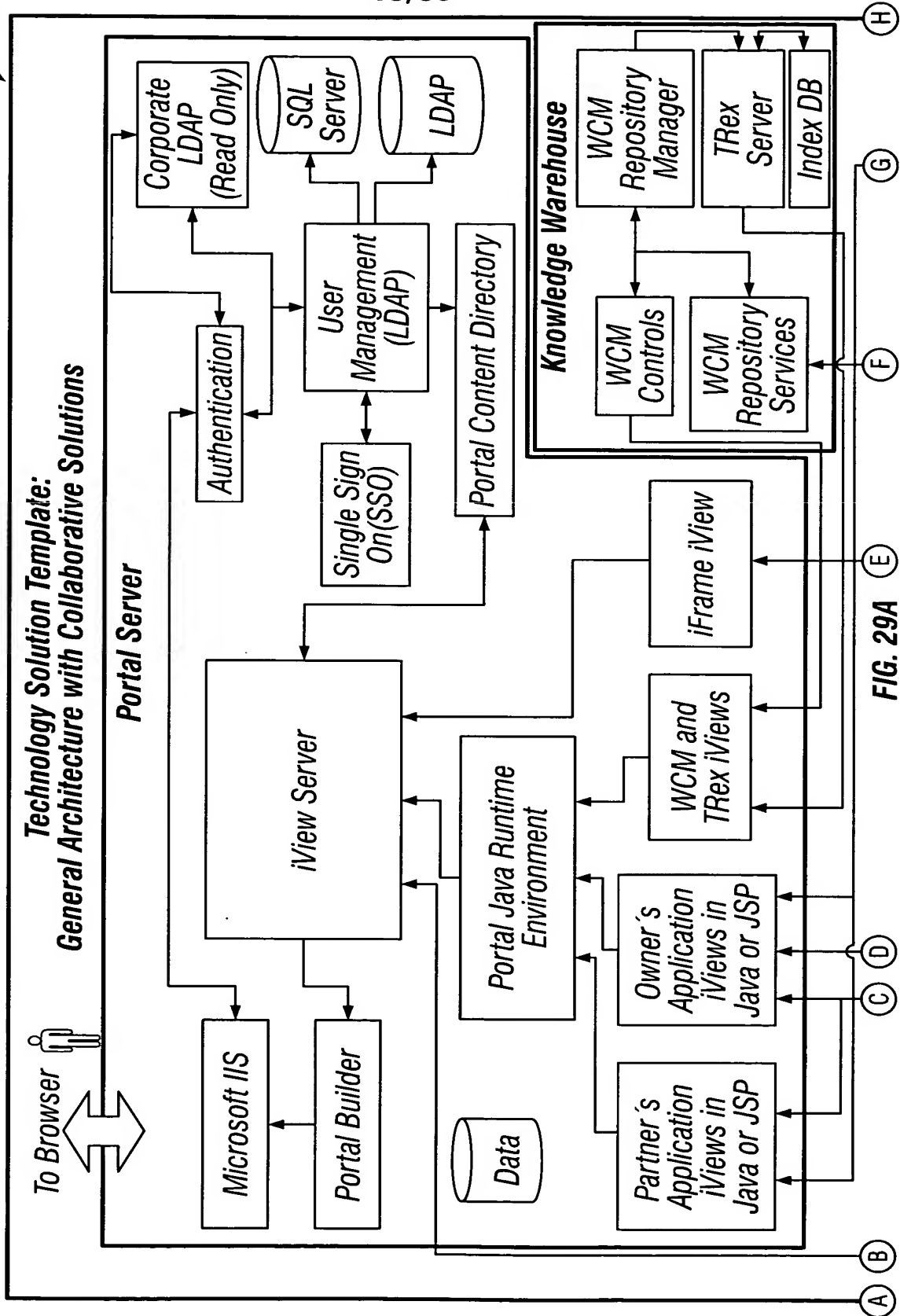


FIG. 29A

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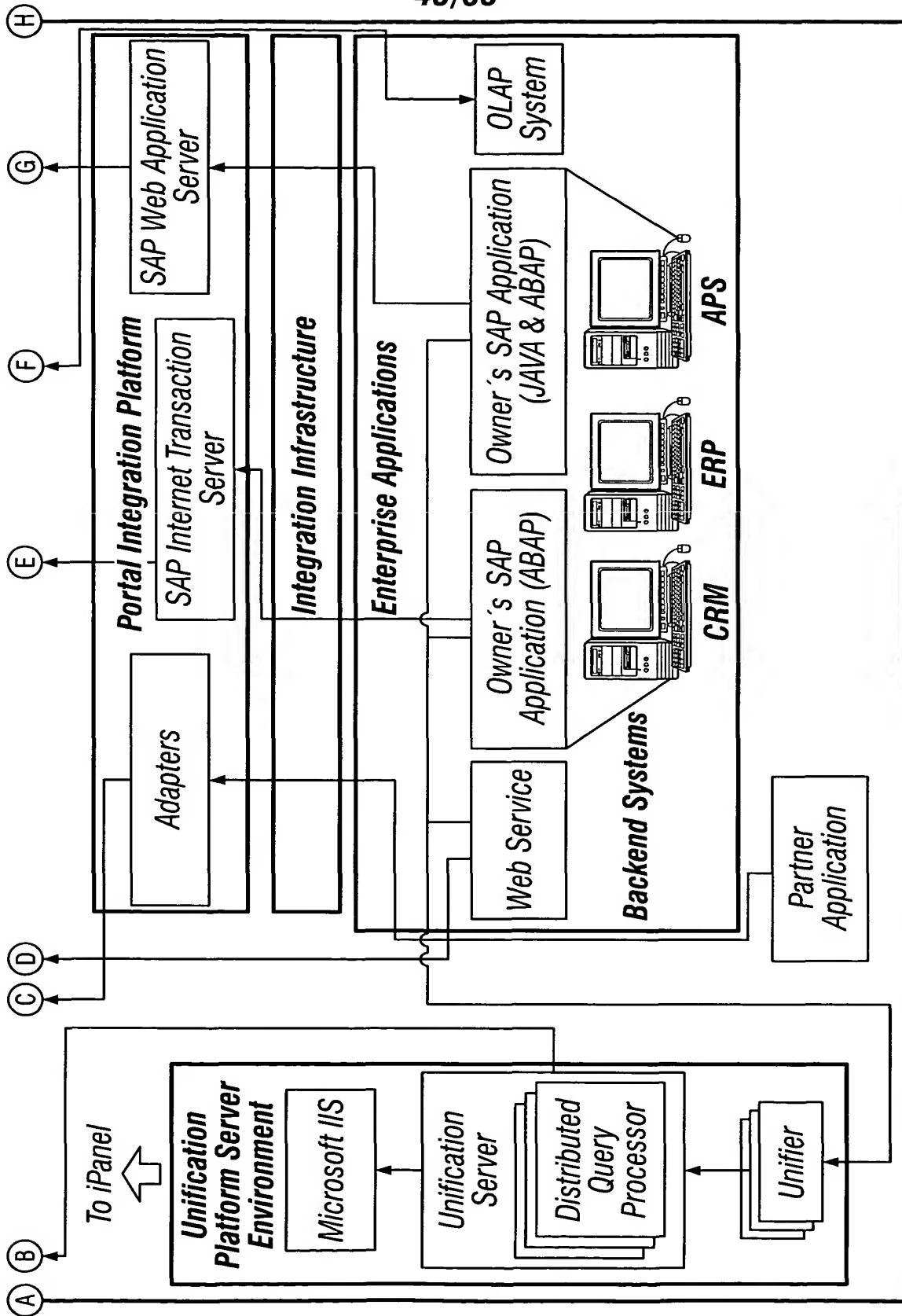
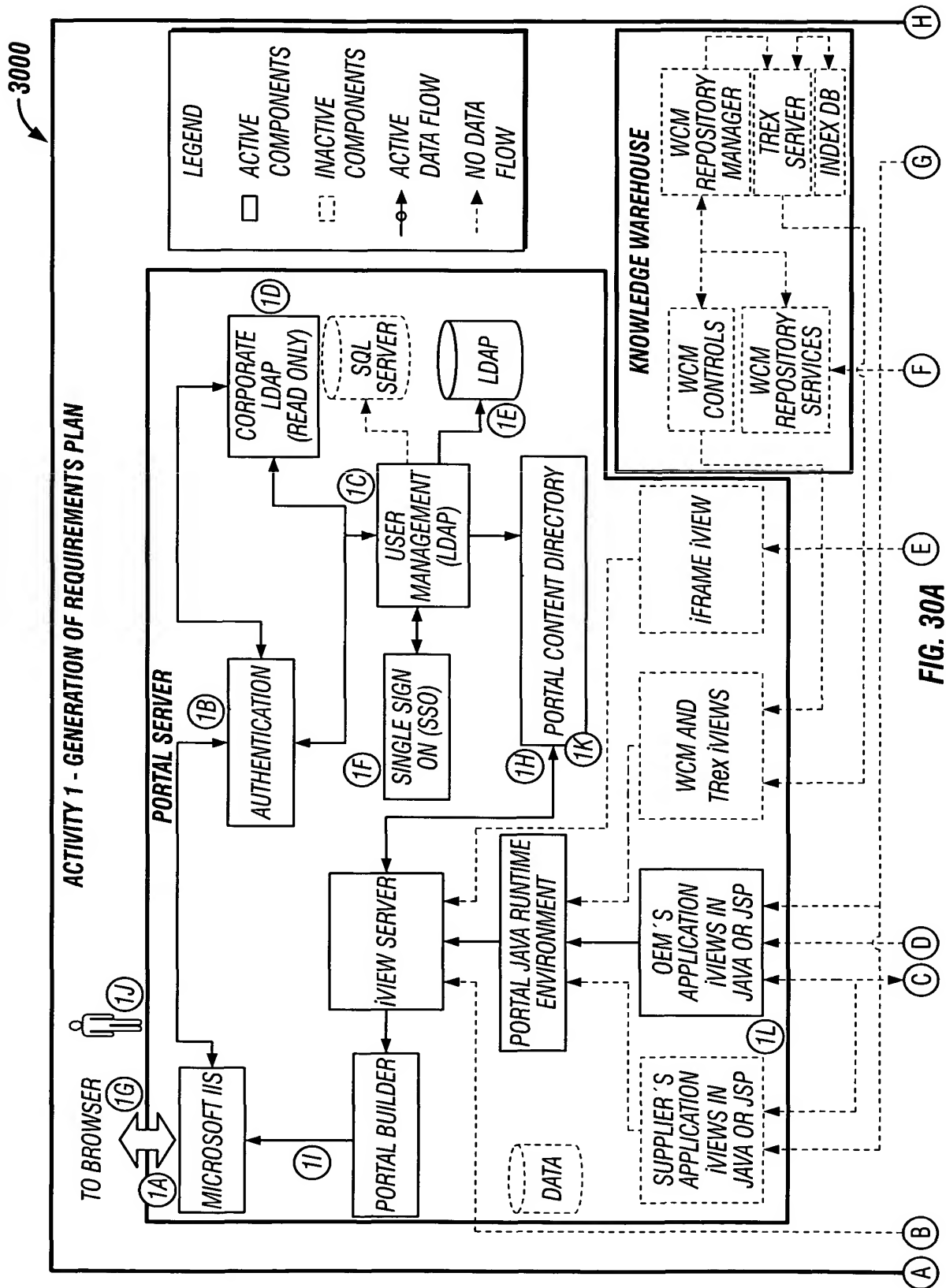


FIG. 29B

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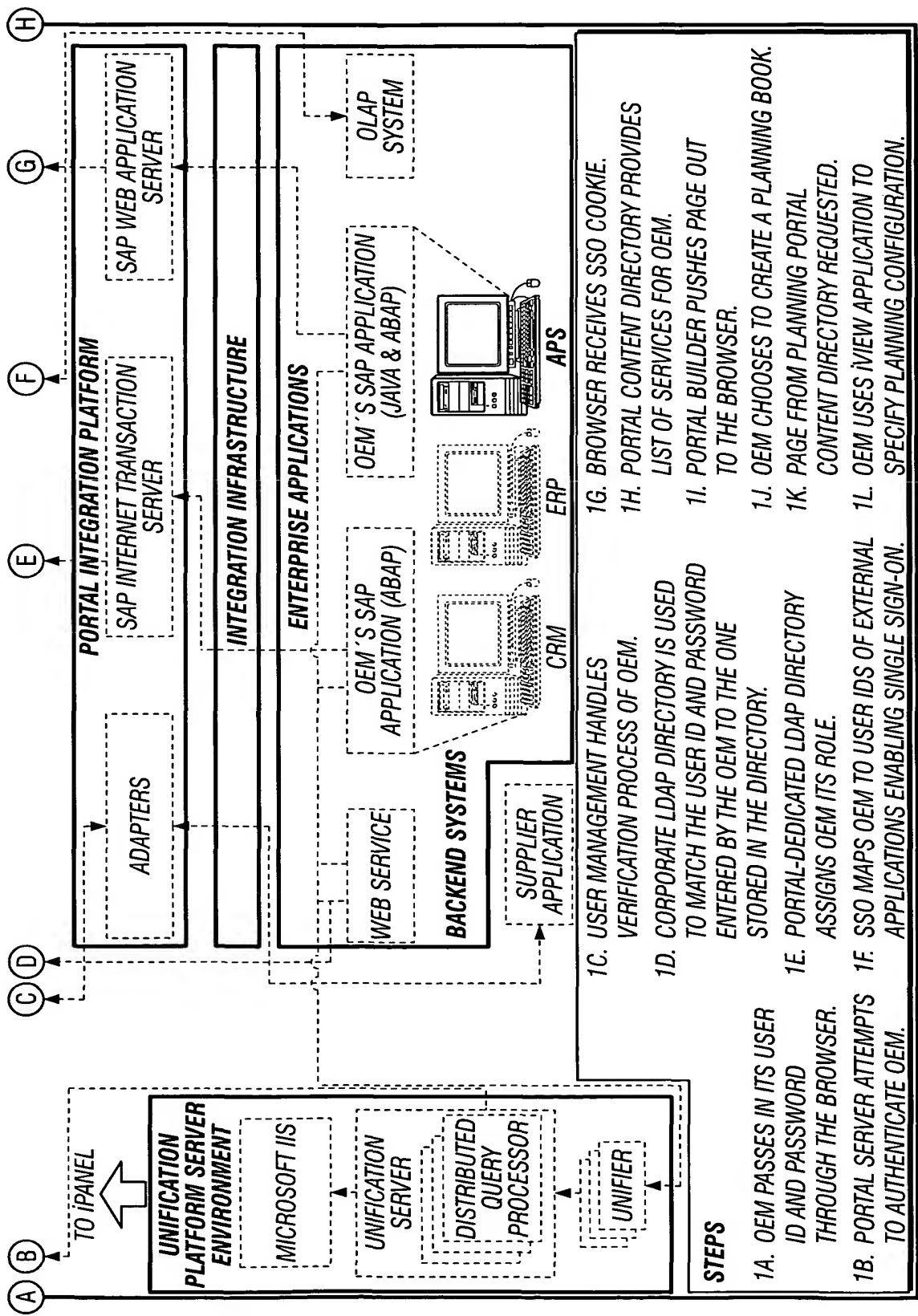
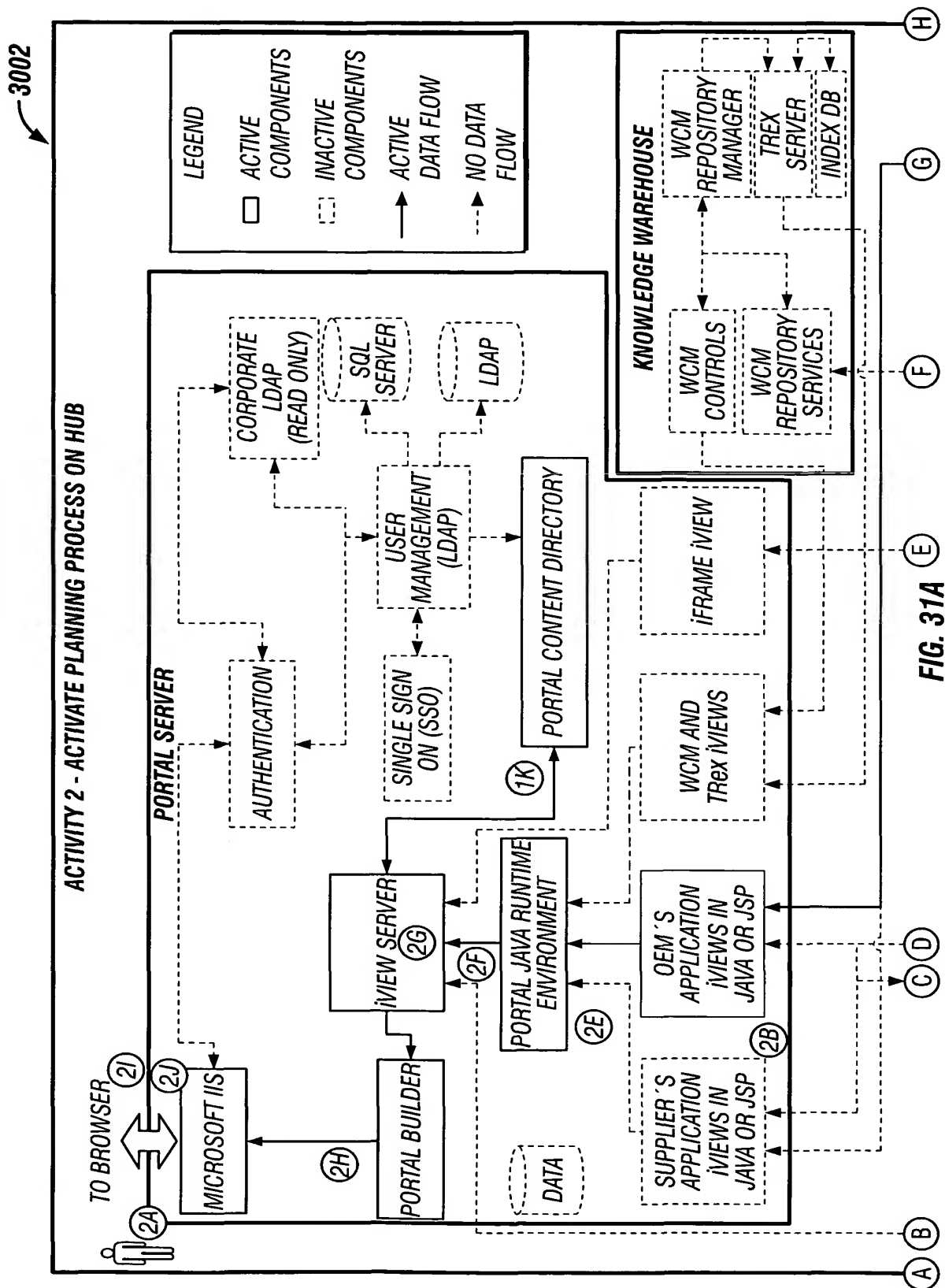


FIG. 30B

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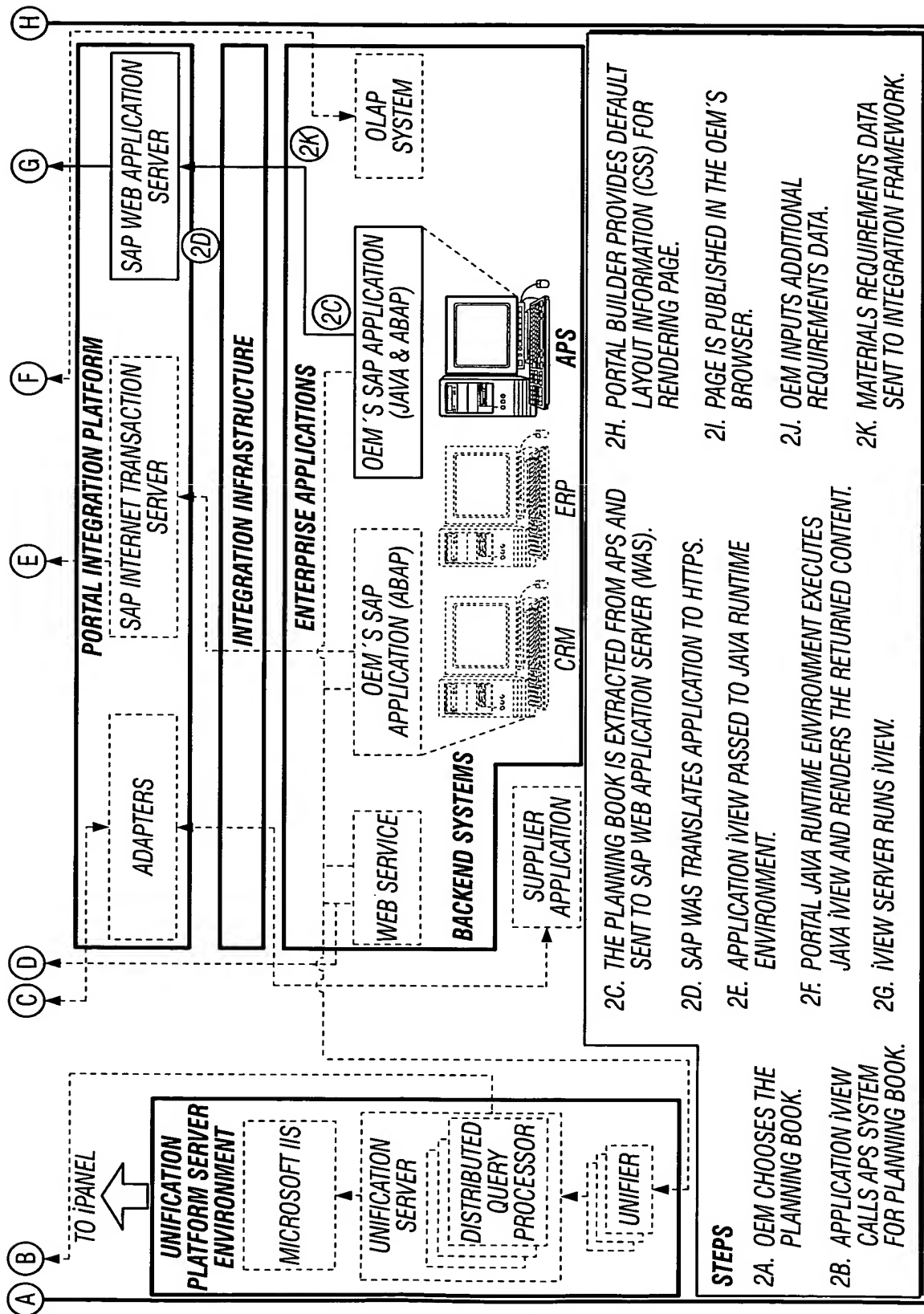


FIG. 31B

3004

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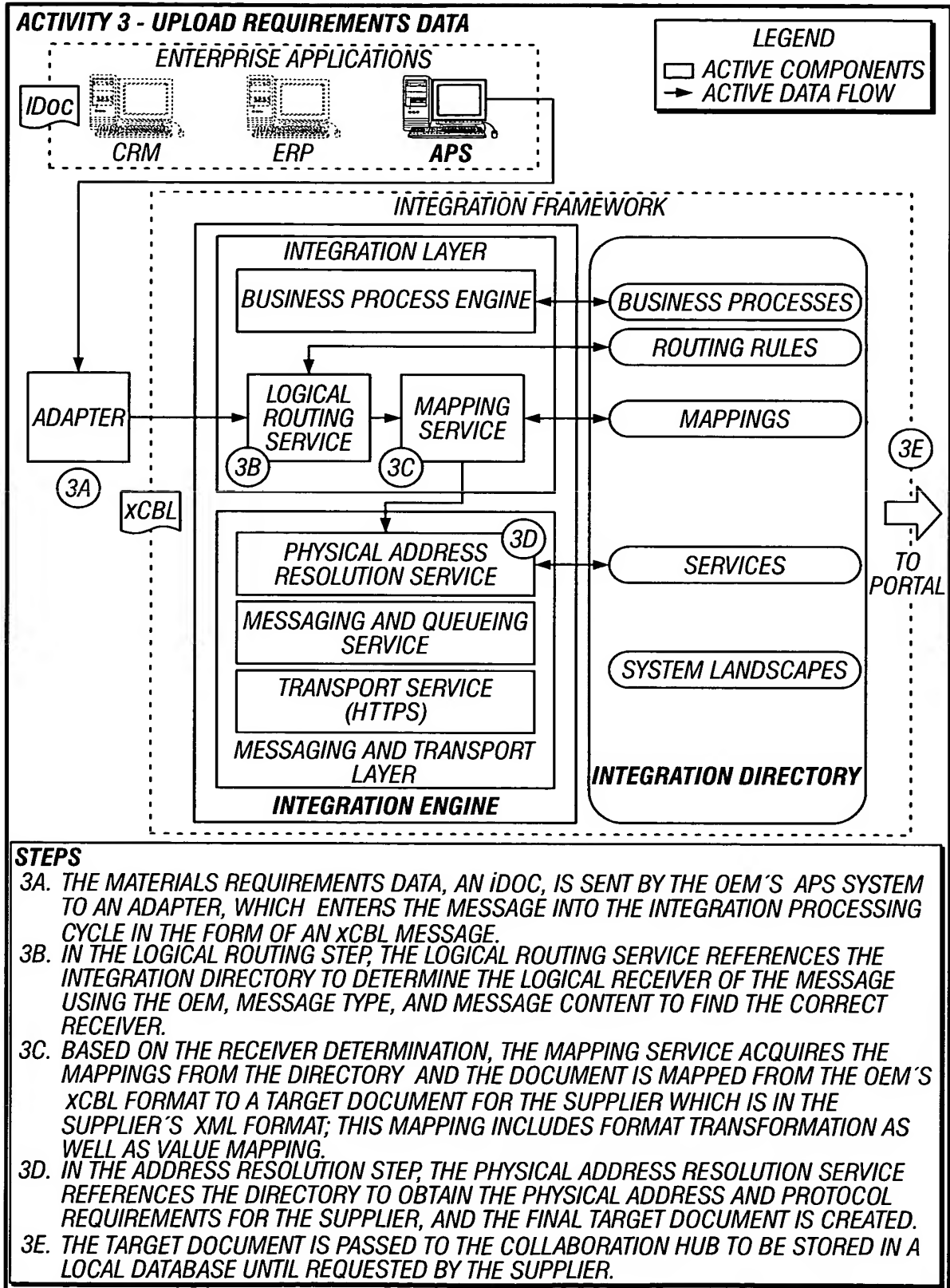
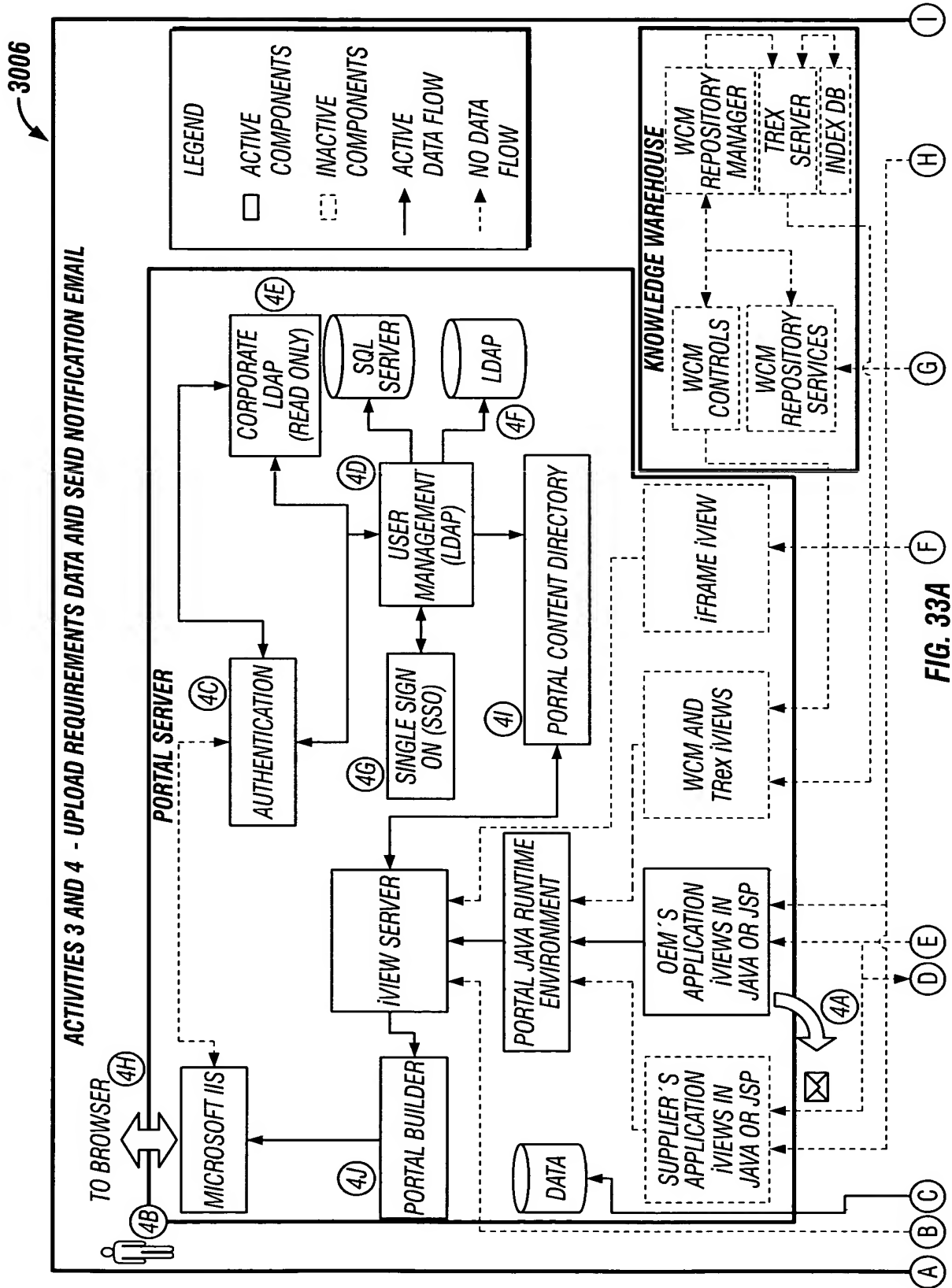
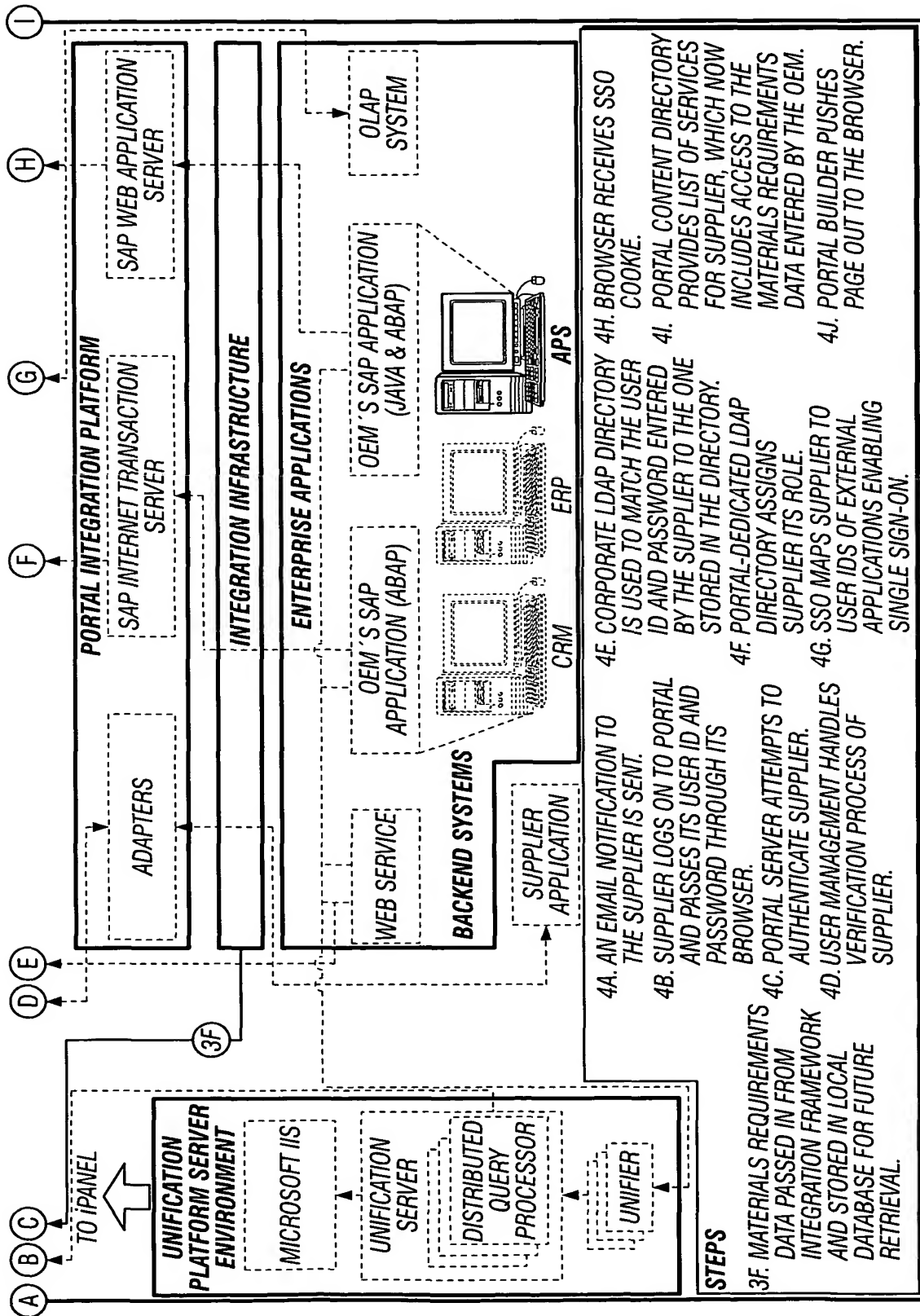


FIG. 32

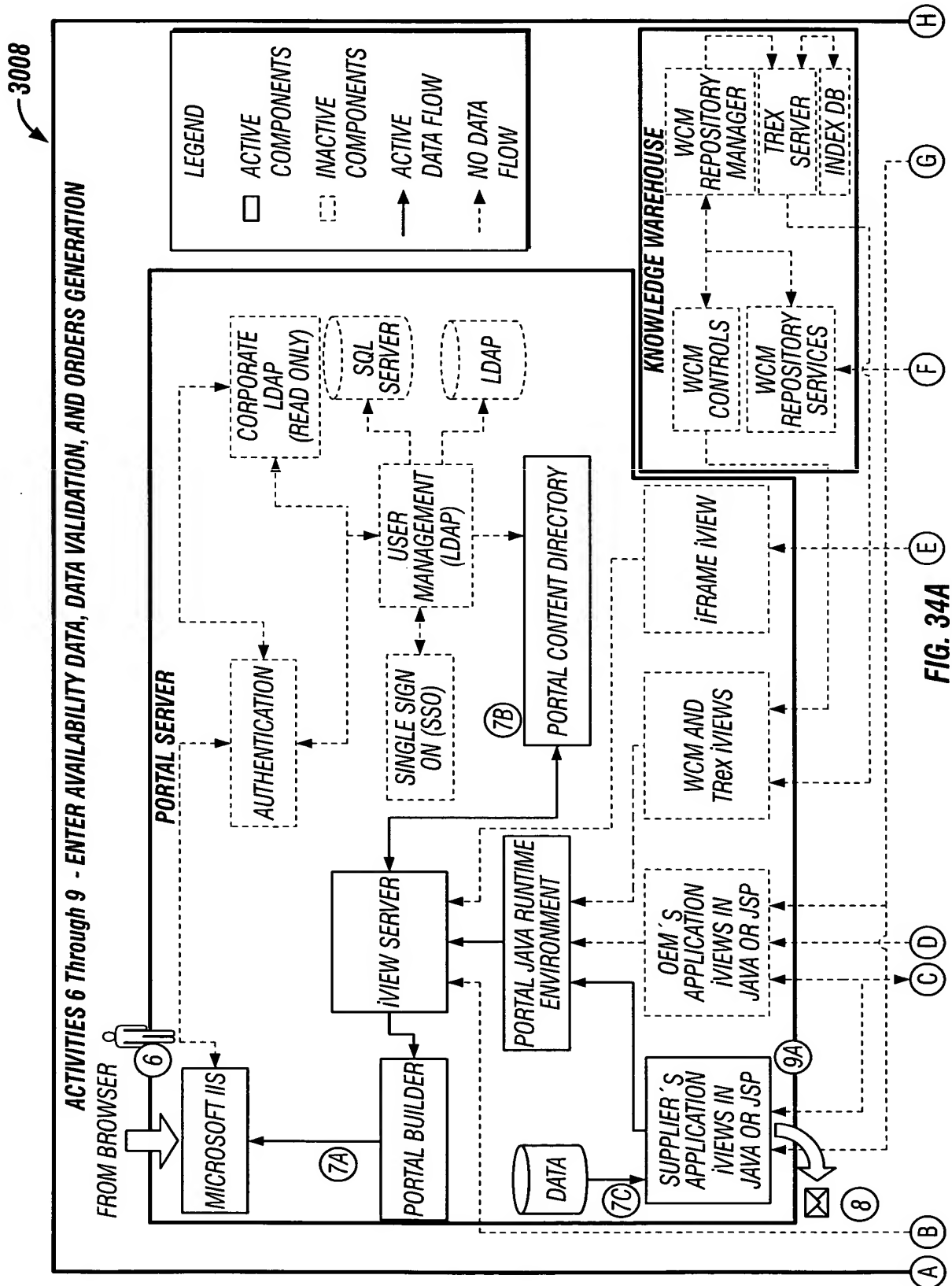
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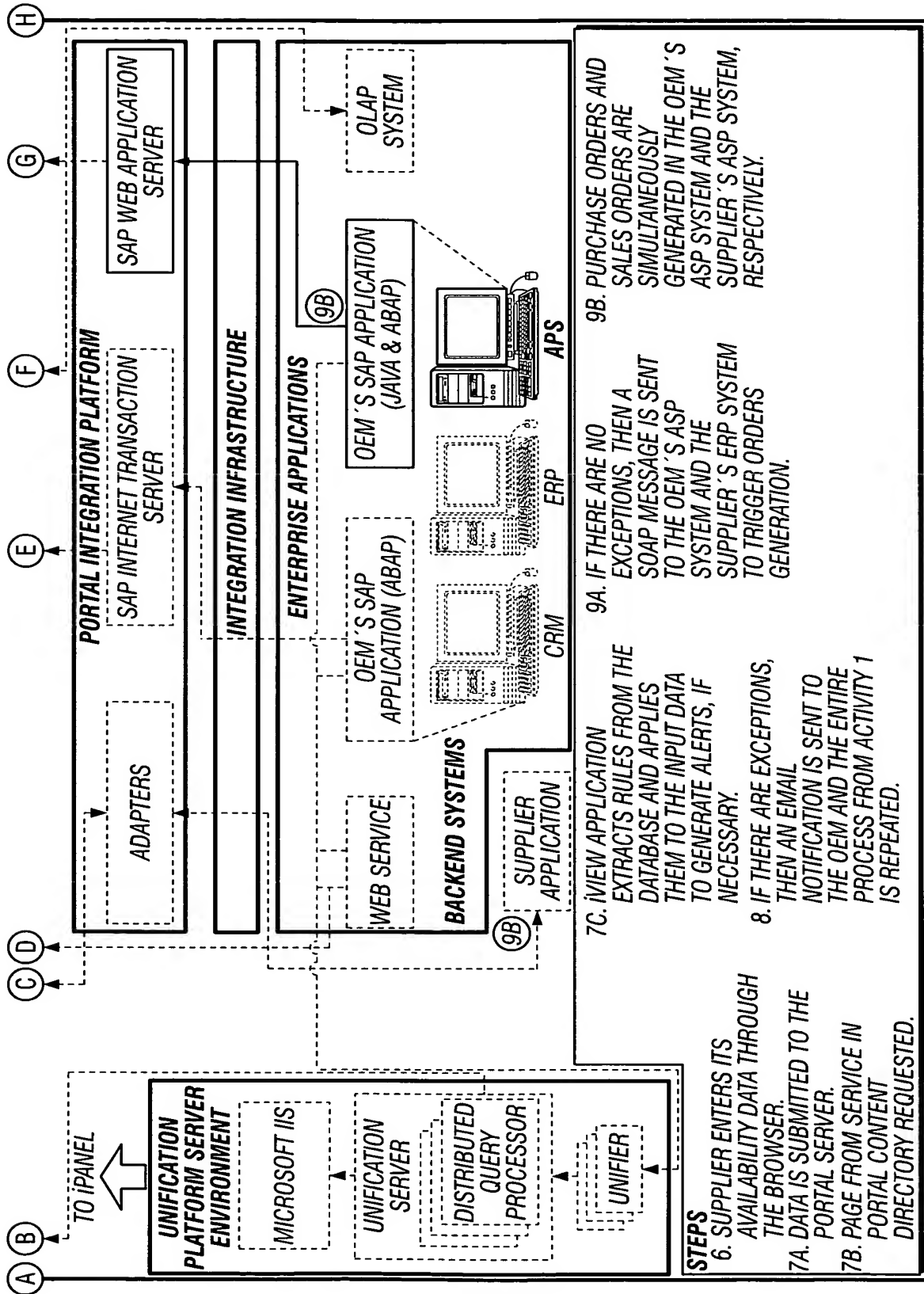


FIG. 34B